

1 IN THE UNITED STATES DISTRICT COURT
2 FOR THE NORTHERN DISTRICT OF OHIO
3 EASTERN DIVISION
4 IN RE NATIONAL PRESCRIPTION MDL No. 2804
5 OPIATE LITIGATION Case No. 17-MD-2804
6 This Document Relates to: Judge Dan A. Polster
7 The County of Summit, Ohio,
8 et al., v.
9 Purdue Pharma L.P., et al.
10 Case No. 17-op-45004
11 The County of Cuyahoga v.
12 Purdue Pharma L.P., et al.
13 Case No. 18-op-45090
14 City of Cleveland, Ohio v.
15 Purdue Pharma L.P., et al.
16 Case No. 18-op-45132

17 Thursday, December 13, 2018

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19 HIGHLY CONFIDENTIAL - SUBJECT TO FURTHER
20 CONFIDENTIALITY REVIEW
21 - - -

22 Videotaped deposition of PATRICIA WILLIAMS,
23 held at Foley & Lardner LLP, One Biscayne Tower,
24 2 Biscayne Boulevard, Suite 1900, Miami, Florida,
25 commencing at 9:22 a.m., on the above date,
before Susan D. Wasilewski, Registered
Professional Reporter, Certified Realtime
Reporter, Certified Realtime Captioner.

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2 THE VIDEOGRAPHER: We are now on the record.

3 My name is Anthony Barbaro. I am a videographer
4 for Golkow Litigation Services. Today's date is
5 December 13th, 2018, and the time is 9:22 a.m.

6 This video deposition is being held at
7 2 South Biscayne Boulevard, Suite 1900, Miami,
8 Florida, 33131, in the matter of Re: National
9 Prescription Opiate Litigation being heard before
10 the United States District Court, Northern
11 District of Ohio, Eastern Division.

12 The deponent today is Patricia Williams.
13 Counsel, would you please identify
14 yourselves for the record.

15 MS. RELKIN: Ellen Relkin from Weitz &
16 Luxenberg for the plaintiffs.

17 MR. STOLTZ: Adam Stoltz of Weitz &
18 Luxenberg for the plaintiffs.

19 MS. KOSKI: Katy Koski, Foley & Lardner, for
20 Anda, Inc., and the witness.

21 MS. LUND: Juli Ann Lund from Williams &
22 Connolly on behalf of Cardinal Health.

23 MR. LOMAX: Christopher Lomax from Jones Day
24 on behalf of Walmart.

25 MS. CARDENAS: Cristina Cardenas, Reed

1 Smith, on behalf of AmerisourceBergen.

2 MS. RELKIN: There are also two paralegals
3 from our firm. Do you want them to announce?

4 MS. KOSKI: That's okay. And on the phone,
5 can you please enter your appearances?

6 MS. YOCUM: Michelle Yocum from Covington
7 Burling on behalf of McKesson.

8 MR. HOUSTON: Zeno Houston, Arnold & Porter,
9 appearing on behalf of the Endo and Par
10 defendants.

11 THE VIDEOGRAPHER: The court reporter is
12 Susan Wasilewski, and she will now swear in the
13 witness.

14 THE COURT REPORTER: Ma'am, would you raise
15 your right hand?

16 Do you solemnly swear or affirm the
17 testimony you're about to give will be the truth,
18 the whole truth, and nothing but the truth?

19 THE WITNESS: I do.

20 THE COURT REPORTER: Thank you.

21 PATRICIA WILLIAMS, called as a witness by
22 the Plaintiffs, having been duly sworn, testified as
23 follows:

24 DIRECT EXAMINATION

25 BY MS. RELKIN:

1 Q. Okay.

2 A. Good morning.

3 Q. Good morning, Ms. Williams. We met off the
4 record. I'm Ellen Relkin. I'll be asking you some
5 questions today. I'm just going to go over some
6 basic rules before we get into the testimony.

7 First, it's important that you understand my
8 question. So if for any reason you don't, just tell
9 me and I'll be happy to rephrase it. If you want to
10 have the court reporter read the question back, she
11 can do that. It's kind of magical technology. It's
12 been around forever and it still works.

13 If you need a break for any reason, just let
14 us know.

15 A. Okay.

16 Q. It's assumed that if you answer the
17 question, you understand it. That's why if you
18 don't understand it, make sure you request a reread
19 or an explanation.

20 Also, I do have a tendency to pause while
21 I'm talking sometimes so -- and natural conversation
22 is often you know where the question is going so the
23 witness chimes in the answer before the question is
24 all out and then the record gets really messy.

25 A. Okay.

1 Q. So give a second for me to be done before
2 you answer.

3 A. Okay.

4 Q. And also this way your counsel can have time
5 to object if she chooses to.

6 All right. Are you on any medications that
7 would impact your ability to understand any
8 questions or give clear answers?

9 A. No.

10 Q. Okay. Have you ever given a deposition
11 before?

12 A. I'm not sure it would be called a
13 deposition. I actually went to a -- like a mini
14 trial or arbitration several years ago when I was in
15 Anda.

16 Q. What was that regarding?

17 A. It was regarding a noncompete agreement.

18 Q. Did it involve you as being -- as the person
19 at issue or you were just a witness?

20 A. No, I was just a witness.

21 Q. And what was the -- what was the noncompete?
22 It was between Anda and whom?

23 A. It was between a former employee who had
24 signed a noncompete and had gone to work for another
25 company.

1 Q. Who was that employee?

2 A. The name of that employee was Maria Alonzo.

3 Q. And what other company had she gone to?

4 A. I believe she went to Cardinal -- Cardinal,
5 I believe. I could be wrong. I don't recall
6 exactly. It was several years ago.

7 Q. Got it.

8 Now, you are no longer an employee of Anda;
9 is that correct?

10 A. That is correct.

11 Q. But are you being represented by counsel
12 here?

13 A. Yes, I am, by Katy.

14 Q. And how did you come to get called, to learn
15 about appearing today?

16 A. I received a call from the attorneys saying
17 that there was a --

18 MS. KOSKI: Wait. You can say you received
19 a call from the attorneys but don't discuss what
20 we discussed on the phone.

21 THE WITNESS: Okay. Okay.

22 BY MS. RELKIN:

23 Q. Are you being paid for your time today?

24 A. I'm not sure. I believe so.

25 Q. Okay. And for any time in preparation your

1 understanding is --

2 A. I'm sorry. Not for my time at the
3 deposition but the prep time, yes.

4 Q. And how much time did you spend in prep for
5 the deposition?

6 A. Probably about six-and-a-half to seven hours
7 yesterday, perhaps.

8 Q. So you met yesterday with counsel. Did you
9 meet any other days?

10 A. No.

11 Q. Okay. And besides meeting with Katy, were
12 there any other attorneys you met with?

13 A. Yes. The other gentleman, Matt, I believe
14 is his name. I forget his first name. It's Katy's
15 partner.

16 Q. And were there any other individuals in the
17 room?

18 A. No.

19 Q. Okay. Did you review documents yesterday?

20 A. There were a few documents, yes.

21 Q. And did they help to refresh your
22 recollection?

23 A. They did.

24 Q. Can you categorize what type of documents
25 you reviewed?

1 A. A few e-mails that had my name on it where I
2 had been copied, a couple e-mails that I had
3 written, and there was -- that was about it.

4 Q. Separate from what you reviewed yesterday,
5 were you provided any documents to review before
6 coming in yesterday for preparation?

7 A. No, ma'am. No.

8 Q. And about how many documents did you review?

9 A. Yesterday?

10 Q. Yes.

11 A. Perhaps ten, in total. I didn't count them
12 all.

13 Q. Did they help refresh your recollection?

14 A. Somewhat, uh-huh.

15 Q. Okay. So where do you work now?

16 A. Right now I work for a company called The
17 CORE Group.

18 Q. And is that in the food business, I
19 understand?

20 A. It is. It's a food broker. I work as a --
21 I work from home, and I do sales support for them.

22 Q. And your job before The CORE Group was at
23 Anda; is that right?

24 A. That is correct.

25 Q. Okay. We'll mark your résumé as the first

1 exhibit.

2 (Anda-Williams Exhibit 1 was marked for
3 identification.)

4 BY MS. RELKIN:

5 Q. I'm going to give you a copy of what we
6 marked.

7 MS. RELKIN: Of course, Counsel.

8 Sha'Huni, can you pass this to counsel on
9 the other side? Thank you.

10 BY MS. RELKIN:

11 Q. Ms. Williams, is this a true and accurate
12 copy of your CV?

13 A. Yes, ma'am.

14 MS. KOSKI: That was an example of wait
15 until she finishes the question before you
16 answer, just to help the court reporter out.

17 THE WITNESS: Oh, I'm sorry.

18 BY MS. RELKIN:

19 Q. And is it fair to say education-wise you
20 have -- you have a degree -- is that an associate's
21 degree at Valencia Community College?

22 A. I worked towards that degree. I never
23 officially finished. I was following the
24 curriculum.

25 Q. Understood. Okay.

1 So what does AA curriculum stand for?

2 A. Associate's of Arts.

3 Q. And you also indicate that SunTrust
4 University Management School. So what did you study
5 there?

6 A. SunTrust had a week-long management class
7 that they put upcoming managers and directors into
8 that hosted a variety of topics from dealing with
9 employees, HR issues, about the company, goals, how
10 to do performance reviews, you name it. It kind of
11 covered the gamut of things a manager would be
12 responsible for.

13 Q. And how long ago was that, approximately?

14 A. Let's see. I finished working for them in
15 2008. I attended that when I -- I would say it was
16 probably around 2000, 2001.

17 Q. So that was your -- your employment prior to
18 Anda? Was that a bank?

19 A. Correct.

20 Q. SunTrust Bank?

21 A. Correct.

22 Q. And they sent you to that course?

23 A. Yes.

24 Q. And then you also said host of supervisory
25 management and call center-related courses. That's

1 during your career?

2 A. Correct.

3 Q. So just focusing on your Anda time period,
4 what type of courses did you go to while you were at
5 Anda?

6 A. At Anda. While I was at Anda, we went to
7 two seminars -- two three-day seminars on two
8 different occasions that were call center-related,
9 having to do with productivity, measurements in call
10 centers, how to motivate and engage your employees.
11 It was a wide range of topics, and there were
12 options to attend varying segments throughout that
13 two- or three-day seminar.

14 So we picked topics. There were a number of
15 us that went from Sun -- from Anda, and we kind of
16 divvied those topics out and kind of blitzed it to
17 make sure we had an opportunity to maximize our time
18 there.

19 Q. And you shared what you learned with your
20 other coemployees?

21 A. Correct. Correct.

22 Q. Who else went to the course?

23 A. The other -- on different occasions -- I
24 remember that one of the very first seminars we went
25 to, Brian Witte was there. I remember that there

1 was, I believe, Paul Shermac was there. I remember
2 a member of our training team, Megan Talber, was
3 there, and there -- Anita Isabella who was over our
4 reporting area.

5 So there was a group of us that went.

6 Q. And this was just generic to call centers?
7 It was not specific to pharmaceutical industry? Is
8 that --

9 A. That is correct.

10 Q. Did you ever attend any courses while you
11 were at Anda about the pharmaceutical industry?

12 A. Courses -- not -- nothing -- that was
13 pertinent to call -- to call centers in a -- in a
14 pharmaceutical environment.

15 Is that what you're referring to?

16 Q. Well, not just call centers. Just while you
17 were at Anda did you go --

18 A. Pharmaceuticals period?

19 Q. Right.

20 A. Other than the training that I sat through,
21 which was the same training that the new hires went
22 through. I made sure that I attended all of that so
23 that I was very familiar with what the new hires
24 were experiencing in training. But nothing beyond
25 that, and I -- in terms of formal training, I did

1 have some time with members of varying departments
2 throughout the company, so I learned about the
3 pharmaceutical industry since I was obviously new to
4 that industry as a whole.

5 Q. So with regard to the training that the new
6 hires went through that you also sat in on, you
7 described it as formal training. Was it in a
8 classroom type of setting?

9 A. Yes, it was. Yes, it was.

10 Q. Does Anda have a classroom within their --

11 A. Yes, they do.

12 Q. -- building?

13 A. Yes, they do.

14 Q. Again, you answered before --

15 A. I apologize.

16 Q. -- because I paused for a second.

17 A. Okay.

18 Q. And who ran that training program?

19 A. The training manager.

20 Q. Who was that?

21 A. At the time, it was Megan Talber.

22 Q. Does she work off of some written
23 curriculum?

24 MS. KOSKI: Object to form.

25 THE WITNESS: I'm sorry?

1 MS. KOSKI: You can answer.

2 THE WITNESS: Oh, okay.

3 A. There was formal curriculum that was
4 available, yes.

5 Q. And you started at Anda in 2008. So is that
6 when you sat through the class?

7 A. That is correct.

8 Q. Did you sit through the class periodically
9 over later years?

10 A. I did.

11 Q. And how many occasions, about?

12 A. I would say probably three, maybe, for
13 varying topics that were being discussed.

14 Q. Okay. Do you recall any specific topics
15 where you came in over later years to sit in on the
16 program?

17 A. There were times when I came in and actually
18 talked to all the new hire classes concerning what
19 to expect, how the goals would be set up, what to
20 expect from their managers, what to expect from me,
21 what kinds of things that they might go to a manager
22 for versus coming to me for.

23 They -- it allowed them to answer questions.
24 Many of them had questions about the incentive
25 program or compensation questions and so forth. So

1 we were able to try to address those questions.

2 Q. You know, I will turn back to that in a
3 minute. I probably should -- just since I put your
4 résumé up, let me just for the record get the rest
5 of your background.

6 So when you were hired by Anda, it was in
7 2008?

8 A. Correct.

9 Q. What was the position you were hired for?

10 A. I was hired for the director of inside
11 sales.

12 Q. And what does inside sales mean?

13 A. Inside sales was a group of sales
14 representatives that were on the telephone, and they
15 were selling all day long. That was their job
16 responsibility. They were not out in the field.
17 They were inside in a cubicle in a -- what I would
18 call a typical call center environment, probably 8X8
19 or 6X6 -- I don't know the exact measurement -- with
20 monitors in front of them.

21 Q. And how many -- how many individuals were in
22 the inside sales group on the -- on the call center?

23 A. Okay. We had two different divisions. I
24 was responsible for the pharmacy division, and then
25 there was another gentleman who was responsible for

1 a division that we called Anda meds. That was the
2 division that sold to the physician side of the
3 business. You --

4 Q. What you sold the physicians, though, were
5 pharmaceutical products?

6 A. Pharmaceutical products, injectables, OTCs,
7 yes.

8 Q. You were about to say something. I cut you
9 off.

10 A. You had asked how many employees that I
11 personally had.

12 Q. Yes.

13 A. It did fluctuate. We were probably as low
14 as 60 -- 60, 65 at one point. We did get to be
15 close to 75, 76. So that number fluctuated as we
16 were bringing new hires in and people would
17 transition perhaps to other areas of the company.

18 Q. And that was in your division, the pharmacy
19 division?

20 A. That is correct.

21 Q. Was there any educational requirement for
22 the new hires?

23 A. They all needed to go through the new hire
24 training.

25 Q. But prior to that, did they need a high

1 school diploma? Did they need a college degree?

2 Were there any criteria for hiring a new hire?

3 MS. KOSKI: Object to form. You may answer.

4 A. Yes, they -- a high school diploma was
5 required; obviously, some college was preferred; and
6 some sales experience was preferred. However, we
7 did hire some folks without extensive sales
8 experience.

9 Q. Okay. Now let's go -- backing up with your
10 history, after you did some -- you did some
11 schooling at Valencia Community College?

12 A. Correct.

13 Q. How many -- how many semesters or courses?

14 A. I had not quite 60 credits.

15 Q. Is there any reason you didn't complete it?

16 A. Yes. I met my husband. My husband obtained
17 full-time custody of his six-year-old daughter. We
18 married, and I became a wife and a mom at the same
19 time and that was a full plate for me.

20 Q. Got it. Got it.

21 And then you went back to -- you went to the
22 workforce some years later?

23 A. I was working the entire time.

24 Q. So you were full-time mom and worked?

25 A. Correct.

1 Q. I can relate. We all can here, many of us.

2 Then you went to SunTrust Bank; is that
3 right?

4 A. That is correct.

5 Q. It looks like you had various jobs. Why
6 don't you -- I mean they are listed here on your
7 résumé. Your -- which was your first position?

8 A. The first position with SunTrust Bank was as
9 an operations analyst in the correspondent banking
10 department.

11 Q. And so did that have anything to do with
12 sales?

13 A. No.

14 Q. And obviously it had nothing to do with
15 pharmaceutical; is that right?

16 A. That is correct.

17 Q. And then you moved to what position?

18 A. Then I moved to a position which was under
19 the marketing umbrella. It was a new department
20 called relocation services. We worked with realtors
21 and area building builders and developers to market
22 a program to help target people that were moving to
23 the area, to the Orlando area. And we had a
24 relocation package that we mailed to them, and we
25 tried to secure their banking business before they

1 actually arrived to make their transition for home
2 buying that much easier.

3 Q. So when did you first get into the sales end
4 of SunTrust Bank?

5 MS. KOSKI: Object to form. Go ahead.

6 A. The sales role that I took on was first in
7 the relocation services department. We were
8 actually promoting this program to area realtors.

9 I had a number of sales reps that reported
10 to me. These folks happened to be outside sales
11 reps. These were not inside sales reps. And they
12 were out, and I would accompany them on sales calls
13 that they were doing to their realtors in their
14 market, promoting this program, setting up
15 opportunities for them to discuss this program with
16 members of their staff so that they understood how
17 the program worked.

18 It was a free service that we offered to the
19 realtors, and that was really my first kind of
20 exposure into the sales arena. Even though there
21 was not a cost involved in the sale, ultimately, I
22 became responsible for following up on those leads
23 and trying to sell banking services to those
24 individuals that we were targeting.

25 Q. And the term you used, inside/outside,

1 that's the same terminology that applies to Anda.

2 Is that a generic sales terminology? "Inside"

3 meaning phone calls from the inside versus "outside"

4 meaning meeting with potential clients or customers

5 outside? Is that fair to state? Or if not, you

6 tell me.

7 MS. KOSKI: Object to form.

8 A. Let me --

9 Q. Yeah.

10 A. Let me clarify my understanding.

11 Q. Let me have a cleaner question since I kind

12 of rambled there.

13 A. Okay.

14 Q. Can you explain your understanding of inside

15 sales versus outside sales?

16 A. Certainly.

17 Outside sales are individuals whose primary

18 job responsibilities are out in the field, wherever

19 that field -- whatever that level of responsibility

20 takes them.

21 Q. Right.

22 A. In this case, it was a realtor offices,

23 development offices, and so forth, builders, what

24 have you.

25 Inside sales, in my vernacular, is people

1 that are sitting inside, normally on a telephone,
2 making either inbound or getting and receiving
3 inbound calls or they are making outbound calls.

4 So there is even a distinction when you get
5 into the call center sales arena of inbound or
6 outbound, but outbound sales -- excuse me. Outside
7 sales normally means outside of the building.

8 Q. Got it.

9 And that's the same whether it was during
10 your function at SunTrust Bank and at Anda?

11 A. That is correct.

12 Q. And when you said there is even a
13 distinction within sales, there is the outgoing
14 calls and the inbound calls.

15 Of the number of employees that you
16 supervised in the -- I guess the phone bank, what
17 was the breakout of inside versus outside?

18 MS. KOSKI: Object to form.

19 BY MS. RELKIN:

20 Q. Excuse me, strike that.

21 What was the breakout of inbound calls
22 versus outbound calls?

23 A. While I worked for SunTrust?

24 Q. No, no. For Anda.

25 A. Oh, for Anda.

1 I would estimate that it was approximately
2 85 to 90 percent outbound and about 10 to 15 percent
3 inbound.

4 Q. And outbound means that these were sales
5 reps --

6 A. Sales reps.

7 Q. -- calling potential customers?

8 A. That is correct.

9 Q. Is that the same thing as cold call?

10 A. A cold call is when you are calling someone
11 who has had no prior dealings with the organization.
12 They have no account relationship with us, there was
13 no tie to the company, and a cold call was placed to
14 try to get them to eventually buy something from us.

15 Q. Right. Right.

16 So that would be part of the 85 percent
17 outbounds including cold calls?

18 A. Including cold calls.

19 Q. So what percent of the outbound was cold
20 calls?

21 A. That varied by individual, and if you will
22 allow me to explain.

23 New hires, when they were brought on board,
24 did almost exclusively 100 percent outbound calling
25 because they didn't have an established book of

1 business yet. They were calling on people that had
2 been in our database for years and had been called
3 for years, but the relationship had not turned into
4 an account relationship.

5 The larger that a sales rep's book of
6 business became, the more time they spent dealing
7 with their actual customers and clients and a little
8 less time on the outbound cold calling side.

9 I always highlighted to them the importance
10 of never stop cold calling because the moment you
11 stop cold calling is when your book of business
12 could dry up overnight. They could run into credit
13 issues. They could run into an issue where the
14 pharmacy closed. There were a number of reasons why
15 an account would stop buying from us.

16 So I told them it's important for them, to
17 be able to hit their goals, to always continue to do
18 some cold calling.

19 Some reps would only be ten calls a day
20 because that's all they had the time for. Others
21 would designate certain days of the week where they
22 would maybe designate their mornings. So it really
23 did vary by individual.

24 Q. All right. And then just to finish up your
25 résumé, the first exhibit.

1 Your last position at SunTrust Bank, what --
2 what did that entail?

3 A. My last position with SunTrust Bank was the
4 vice president slash -- and I did have two titles --
5 VP and customer service manager.

6 We had a group of employees there. We had
7 100-seat capacity, and we had roughly about 100 on
8 the customer service side that were under me. And,
9 again, that fluctuated sometimes between 90 to 110,
10 but I would say the 100 was around the average.

11 And then there was also a sales group that
12 was managed by another individual.

13 And the role of the group that I managed was
14 mainly inbound customer calls from SunTrust
15 customers.

16 Q. And I skipped that you were a sales manager
17 for the loan by phone department --

18 A. Correct.

19 Q. -- for the bank.

20 A. Correct.

21 Q. Did that involve outbound calls?

22 A. Yes. Some inbound and outbound.

23 Q. So the bank would call people saying --
24 trying to sell loans?

25 A. Correct.

1 Q. All right. We'll move on.

2 MS. KOSKI: We'll make a little pile in case
3 you want to go back to something.

4 THE WITNESS: Okay.

5 Can I just add something? Is it --

6 MS. KOSKI: No. You've got to wait for a
7 question. Thanks.

8 THE WITNESS: Okay. All right.

9 BY MS. RELKIN:

10 Q. What was the circumstance of you leaving
11 Anda?

12 A. I was called into a meeting on a Monday
13 morning with Chip Phillips; with Karen Martin, who
14 was the -- over HR at that location; and Tom
15 Pflepsen. And Chip conducted the meeting. He told
16 me that a restructuring was going on within the
17 company and that my position was being eliminated
18 and that he was going to be taking over the sales
19 floor.

20 Q. That was Chip Phillips?

21 A. Correct.

22 Q. Did that coincide with Anda being acquired
23 by another company?

24 A. We had not been acquired by another company
25 at that time. We were still under Allergan at that

1 time.

2 Q. Okay. And when you were first hired by
3 Anda, it was Watson?

4 A. That is correct.

5 Q. And was your -- were you employed by Watson
6 as opposed to Anda or did you --

7 A. Correct.

8 Q. It was Anda?

9 A. (Nodding head.)

10 Q. Your paychecks came from a payroll check
11 that said Anda?

12 A. Correct.

13 Q. What was your understanding of the
14 relationship with Watson?

15 MS. KOSKI: Object to form. You can answer.

16 A. Okay. My understanding of it was that
17 Watson was the owner, the -- of the wholly owned
18 subsidiary of Anda. They were a manufacturer.
19 However, we were a distributor.

20 Q. And you distributed -- strike that.

21 Anda distributed Watson's generic products;
22 is that correct?

23 A. That is correct.

24 Q. Watson was a generic manufacturer; is that
25 right?

1 A. They -- they did both, correct. They had
2 some brand items, and they had some generic items.

3 Q. And they made opioid products; is that
4 right?

5 A. That is my understanding, yes.

6 Q. Do you recall which opioid products Watson
7 made?

8 A. I don't recall at that time, no.

9 Q. Part of your responsibility was to direct
10 the sales force to sell opioid products made by
11 Watson; is that fair to state?

12 MS. KOSKI: Object to form.

13 A. I'd like to reclarify that statement,
14 because when we say "sell opioids," CIIs, which are
15 known as opioids, were not able to be keyed -- an
16 order could not be keyed by a sales rep. There was
17 another process.

18 Q. But to begin the process, to find a customer
19 who was interested in buying it, there were efforts
20 made by your sales force to contact pharmacies to
21 see if they were interested, understanding it still
22 had to go through some approval process; is that
23 right?

24 A. That is -- that is correct. However, when
25 we were approaching a customer about ordering and

1 dealing with us as a customer, it was for all their
2 generic needs. It was not strictly for the opioids.

3 Q. Is it your testimony that there were never
4 phone calls that were directed specifically to
5 promoting certain opioid products during certain
6 campaigns?

7 MS. KOSKI: Object to form. You may answer.

8 A. There were some campaigns, for instance,
9 from -- on new launches of a new CII product where a
10 call would be placed specifically to educate the
11 customer that that product was now available.

12 Q. And did it also educate the customer that
13 there were certain sales incentives, whether it was
14 coupons or discounts?

15 MS. KOSKI: Object to form.

16 A. We really didn't have anything in -- in
17 terms of coupons or incentives of that kind on a --
18 on a new market launch like that, normally, the
19 product comes out, and the role of the sales rep is
20 to educate the customer on what the product is and
21 what's available.

22 Q. Educate and to try to get their purchase?

23 A. And to try to get their purchase if they
24 qualified, if there was a need.

25 Q. And separate from the new launch, there also

1 were certain promotional efforts to promote certain
2 CII products where discounts were given; isn't that
3 fair to state?

4 MS. KOSKI: Object to form.

5 A. Can you clarify what you mean by discounts?

6 Q. Ten percent off, certain promotional
7 pricing.

8 A. I know that we had some -- I know that we
9 had some marketing -- what we called marketing
10 drivers that we utilized outbound calling for -- to
11 encourage customers to use CSOS for their CII
12 ordering, but I don't remember them having a
13 discount -- at a discounted rate. It could have
14 been, but I don't recall.

15 Q. And why don't you just describe what CSOS
16 is.

17 A. CSOS is -- it stands for controlled
18 substance ordering system, and it is a platform that
19 allows pharmacies to place their controlled
20 substance orders, mainly CIIs, directly through a
21 computer rather than using a paper CII form.

22 Q. And marketing driver, what is that?

23 A. Marketing driver was one of the elements of
24 our sales reps' monthly score card. The score card
25 was meant to measure the entire performance of the

1 sales rep; not just the calls, but how long they
2 were on the phone, how many customers that they sold
3 to, whether they hit their generic goal for that
4 month.

5 And a marketing driver was introduced
6 through our marketing department for various
7 initiatives that the company wanted to use the sales
8 force to promote.

9 Q. What percentage of time did the sales force
10 devote to calls involving CIIs as compared to other
11 pharmaceutical products? Did marketing driver or
12 any part of the sales report break that out?

13 MS. KOSKI: Object to form.

14 A. There was no measurement of that to my
15 recollection. That was a very, very, very small
16 percentage of times that were dedicated to that, any
17 kind of a CII initiative.

18 Our main focus was overall generics. We
19 stocked over 11,000 SKUs of generic products. That
20 was our business.

21 Q. Of which some were opioids?

22 A. Of which some were, correct.

23 Q. And the profit margin on the CIIs was a
24 favorable profit margin, wasn't it?

25 A. I cannot speak to that. I had nothing to do

1 with pricing, nor involved in that.

2 Q. During the various training programs that
3 took place in that special training room, did you
4 ever attend or come to learn of training where the
5 sales force or anyone else was educated about the
6 different CII products?

7 MS. KOSKI: Object to form.

8 A. Yes.

9 Q. And what -- describe for me as best as you
10 can recall what was said at those meetings.

11 MS. KOSKI: Object to form.

12 A. There was a complete training on -- on CIIs,
13 who we sold to, who we didn't sell to, the different
14 types of control products, what the process was if a
15 customer wanted to order one.

16 We were real -- on the CII side, it was
17 really a service we provided because our sales reps
18 were not able to key those orders in. The customer
19 had to fill out a form, send it to us, and the sales
20 floor did not touch that order. It was handled by
21 another member of my department with different
22 access to enter that CII order into our TPS ordering
23 system.

24 Q. Who was that?

25 A. Latoya Samuels was the person who

1 predominantly had that responsibility.

2 Q. But before it went to Latoya Samuels, a
3 salesperson was interacting with the pharmacy
4 customer, discussing the sale of CII products,
5 correct?

6 A. They could have been, or it could have been
7 that the customer had the CII form already, filled
8 it out, and just sent it in to our warehouse; the
9 sales rep did not touch that order.

10 Q. Well, sales reps did touch some of the
11 orders.

12 What do you mean by "touch" an order?

13 A. "Touch" -- okay. What I mean by that, they
14 did not key the order into the system.

15 Q. Just with their hands, they did not enter
16 it?

17 A. They did not, correct.

18 Q. But they still had communications with their
19 customer about it?

20 A. Correct. They would see that an order had
21 been processed.

22 Q. Who -- who led that training program which
23 discussed the CIIs?

24 MS. KOSKI: Object to form.

25 A. I don't recall specifically who conducted

1 all of the sessions. I do remember that our
2 compliance department attended and was there most --
3 for most of those trainings. I can't say they were
4 there for all of them because I did not personally
5 attend all of those, but they were there at the ones
6 that I was there.

7 Megan, again, was our trainer, and she, with
8 the compliance department, had put training together
9 to make sure that our new hires and the entire floor
10 knew what our processes were.

11 Q. Do you know whether Megan is still with the
12 company?

13 A. She is not.

14 Q. Do you know where she is now?

15 A. North Carolina, I believe.

16 Q. Do you know -- do you stay in touch with
17 her?

18 A. Occasionally.

19 Q. Where in North Carolina?

20 A. I don't know the actual city.

21 Q. And I think we have her last name on the
22 record, but what is it again?

23 A. Talber.

24 Q. And who does she work for now?

25 A. I believe she's a stay-at-home mom, and she

1 homeschools her children.

2 Q. Do you have Facebook communications with
3 her?

4 A. Occasionally. Occasionally.

5 Q. What other former coemployees are you still
6 in touch with?

7 MS. KOSKI: Object to form.

8 A. Former employees?

9 Q. Anyone you worked with.

10 A. There is a couple of sales managers.

11 Q. Who are they?

12 A. Vickie Shalley. Vickie Shalley-Held was
13 actually her hyphenated last name.

14 Q. Where is she now?

15 A. She is now a realtor.

16 Q. Where?

17 A. Better Homes and Garden Realty -- Better
18 Homes and Garden Real Estate. I believe it's in
19 Plantation.

20 Q. Florida? Florida, right?

21 A. Correct.

22 Q. Anyone else besides Vickie?

23 A. When you -- can you clarify what you mean by
24 stay in touch with?

25 Q. Send a Christmas card --

1 A. Oh.

2 Q. -- speak to them intermittently, ever get
3 together intermittently, send an e-mail, Facebook
4 hellos.

5 A. Every once in a while Vickie and I will chat
6 or I'll respond to something on Facebook. Is it
7 every day, no.

8 Q. Besides Vickie, from the date you left Anda,
9 did you ever get together physically with any of
10 your former coworkers?

11 A. Yes. I've gotten together with a couple:
12 my former boss, who was Kim Poropat.

13 Q. Is she still there?

14 A. No.

15 Q. Where did she go?

16 A. I don't believe she's working.

17 Q. Did she leave around the same time you left?

18 A. No. She left maybe a year, year-and-a-half
19 later.

20 Q. Do you know the circumstance of her leaving?

21 A. I do not.

22 Q. Besides -- besides Kim Poropat, anyone
23 else? Vickie and Kim. Who else?

24 A. That's --

25 Q. Those are the only two people?

1 A. Megan every once in a while, but nobody on a
2 regular basis.

3 Q. The training sessions you said compliance
4 attended -- these are the training sessions
5 regarding the CII opioid products -- did compliance
6 speak at the program?

7 A. Yes.

8 Q. So when I heard "attendance," it seemed to
9 me like more like they were in the audience, but
10 they were part of the presentation?

11 A. They were -- they were -- they were there,
12 uh-huh.

13 Q. So who spoke at the program?

14 A. I recall Robert Brown speaking.

15 Q. And how regular were these programs? Was it
16 an annual thing or some other periodic basis?

17 A. I don't remember that there was a set
18 schedule. If we felt a refresher was needed, we
19 would go back and conduct a refresher. That was
20 part of our ongoing business and protocol with
21 anything that we felt the floor needed a refresher
22 on.

23 Q. Did -- besides Robert Brown presenting, who
24 else presented? Megan and Robert Brown and who
25 else?

1 A. I -- I believe at the session that I was at,
2 that I believe Emily Schultz was at as well, and
3 I -- I remember Mike Cochrane being there for a
4 short time, but I don't -- I cannot remember whether
5 he was there for the entire program.

6 Q. How long was the program?

7 A. I don't recall. It was probably close to an
8 hour.

9 Q. And were there handouts?

10 A. I don't recall if there were handouts, but I
11 know we had screens and there were overheads that
12 were used for all of the -- it was an entire, like,
13 PowerPoint presentation that was put together.

14 Q. Thank you.

15 MS. RELKIN: Speaking of screens, this
16 screen is not on. Is there a way to put that on
17 so everybody else can get the benefit of looking
18 at the exhibits?

19 THE VIDEOGRAPHER: They have the monitors
20 there.

21 MS. RELKIN: Oh, you all can see it? Okay.

22 BY MS. RELKIN:

23 Q. So there were PowerPoint slides?

24 A. (Nodding head.)

25 Q. Since you've been to more than one of them,

1 did they look like repeat slides, some of them, some
2 maybe new ones?

3 MS. KOSKI: Object to form.

4 A. I can't answer that. They looked all
5 uniform.

6 MS. RELKIN: I call for production of the
7 training slide PowerPoints. We'll obviously
8 follow up.

9 BY MS. RELKIN:

10 Q. Was there any discussion of the addictive
11 nature of CII pharmaceutical products during the
12 program?

13 MS. KOSKI: Object to form.

14 A. I believe it was discussed. I just can't
15 say how much time was spent on it.

16 Q. What do you recall being discussed?

17 A. I recall being discussed who we could sell
18 to, who we could not sell to, the different levels
19 of products that were out there and the different
20 C -- well, there is a CII category, there's a CIII,
21 there's CIV.

22 But CII was really the opioids, so this was
23 really all-inclusive of mainly CIIIs.

24 Q. And what do you recall being instructed
25 about who you could not sell to?

1 A. Physicians. We didn't sell to physicians.
2 We didn't sell to wholesalers. We didn't sell to
3 pain management clinics. We didn't sell to diet
4 clinics. There might have been some reference to
5 repackagers. Repackagers are people that take a
6 product and then repackage it. I believe that was
7 the context of it.

8 Q. Why were those category of potential
9 customers off-limits?

10 MS. KOSKI: Object to form.

11 A. That was a decision made by the management
12 team.

13 Q. Did you have any understanding why you could
14 not sell to them?

15 A. My understanding, that was a decision that
16 was made by the management team, that we were not
17 going to sell to physicians.

18 Q. But did you have an understanding of why
19 they did not want or they decided not to sell to
20 physicians? Did it have something to do with --

21 A. I'm --

22 MS. KOSKI: Let her finish.

23 BY MS. RELKIN:

24 Q. -- risk of diversion?

25 MS. KOSKI: Object to form.

1 BY MS. RELKIN:

2 Q. Strike that.

3 Sitting here, are you saying you have no
4 understanding whatsoever of the basis for why a
5 decision was made not to sell to physicians?

6 MS. KOSKI: Object to form.

7 A. I was not part of the discussion that went
8 on as to why the physicians were not going to be
9 sold to. We were all aware as an organization and
10 individuals. We read the papers. We knew what was
11 going on. And it was no surprise when that decision
12 was made, that we were not going to be selling to
13 them. This was not our livelihood. This was not
14 what we came to work to do every day, was
15 concentrate on CII sales. We came to sell generic
16 products, and that's -- that was the focus of our
17 business. This was a very small subset of what our
18 sales reps sold.

19 Q. And when you say you knew what was going on,
20 you read the papers, are you talking about opioid
21 addiction?

22 A. Correct.

23 Q. And are you talking about pill mills?

24 A. Correct.

25 MS. KOSKI: Object to form.

1 BY MS. RELKIN:

2 Q. And what was your understanding of what a
3 pill mill is?

4 A. Our understanding of a pill mill was
5 physicians that were really doing some very
6 questionable things and that were in essence
7 creating lines of people waiting to get products
8 that -- or scripts for products from a physician
9 that was possibly doing unethical things.

10 Q. And that there were patients or individuals
11 who were addicted who were searching out for --

12 A. Searching out, correct.

13 Q. -- for prescriptions?

14 A. Correct. Correct.

15 Q. You said a decision was made not to sell to
16 physicians. At some point prior to that, sales of
17 CII were made by Anda to physicians; is that right?

18 MS. KOSKI: Object to form.

19 A. My understanding is that yes.

20 Again, I didn't manage that side of the --
21 that side of the business.

22 Q. So your side of the business was --

23 A. Pharmacies.

24 Q. -- strictly pharmacies?

25 A. Independent pharmacies. We didn't deal with

1 the Walgreens or the CVSs or the larger chains.

2 Those were all handled through our national account
3 team.

4 Q. Vickie Mangus and others?

5 A. That is correct.

6 MS. KOSKI: Sorry, I hate to do this. Can
7 we take a quick break?

8 MS. RELKIN: Sure.

9 THE VIDEOGRAPHER: Off the record at 10:07.

10 (Recess from 10:07 a.m. until 10:16 a.m.)

11 THE VIDEOGRAPHER: The time is 10:16 a.m.

12 We're now back on the video record.

13 (Anda-Williams Exhibit 2 was marked for
14 identification.)

15 MS. KOSKI: Is this the one you want the
16 witness to have?

17 MS. RELKIN: Oh, yeah. There should be an
18 extra one there for you.

19 MS. LUND: Can we put one on the Elmo maybe?

20 MS. RELKIN: Yeah. Which is the way to zoom
21 in?

22 THE VIDEOGRAPHER: I gotcha here. Do you
23 want to zoom in or zoom out?

24 MS. RELKIN: Make it a little easier to
25 read, bigger.

1 Can anybody read that? It's small, so --

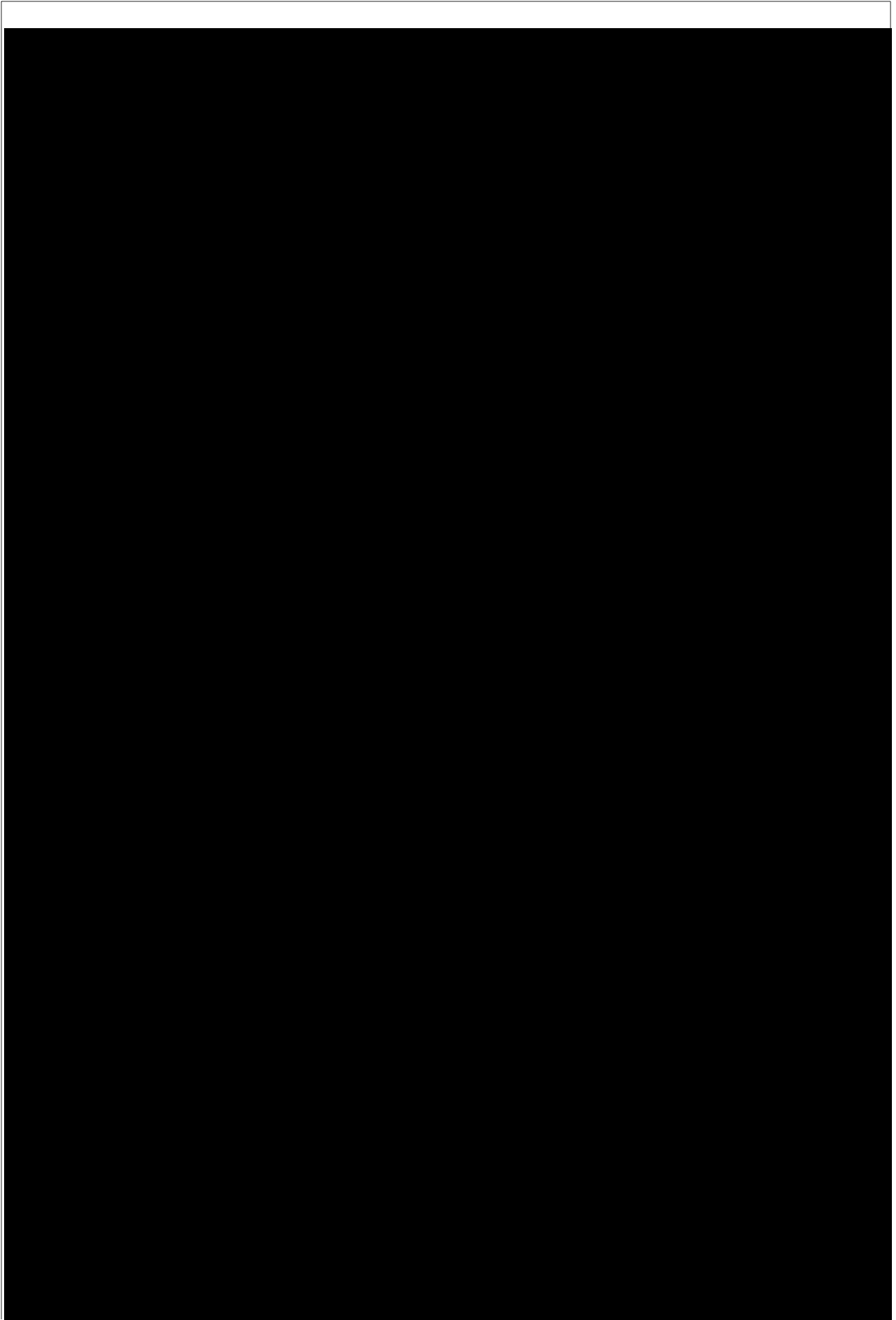
2 okay.

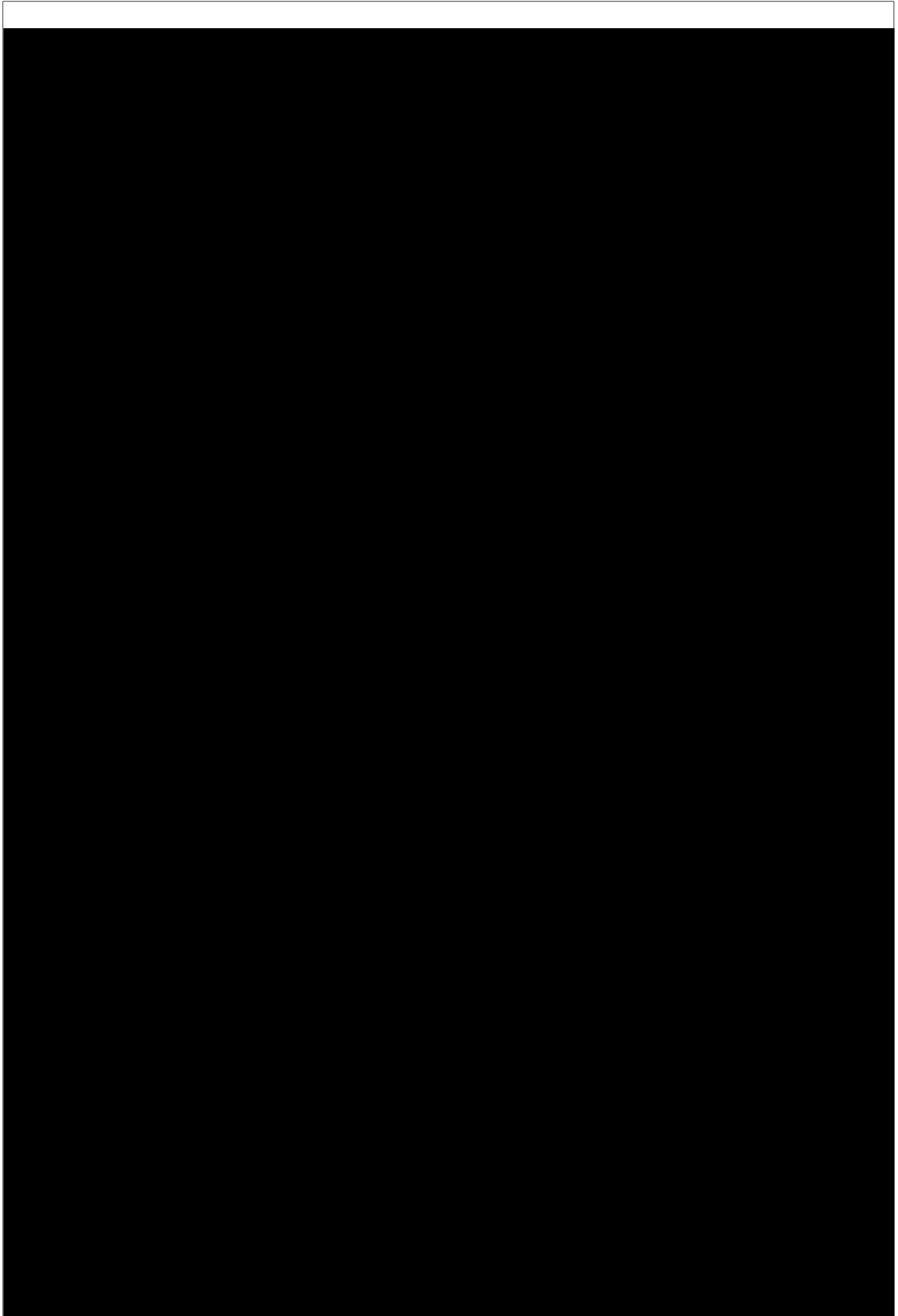
3 MS. KOSKI: She needs to see it if she

4 highlights something. So I --

5 BY MS. RELKIN:







2 MS. KOSKI: You have to give a verbal
3 answer.

4 A. Yes.

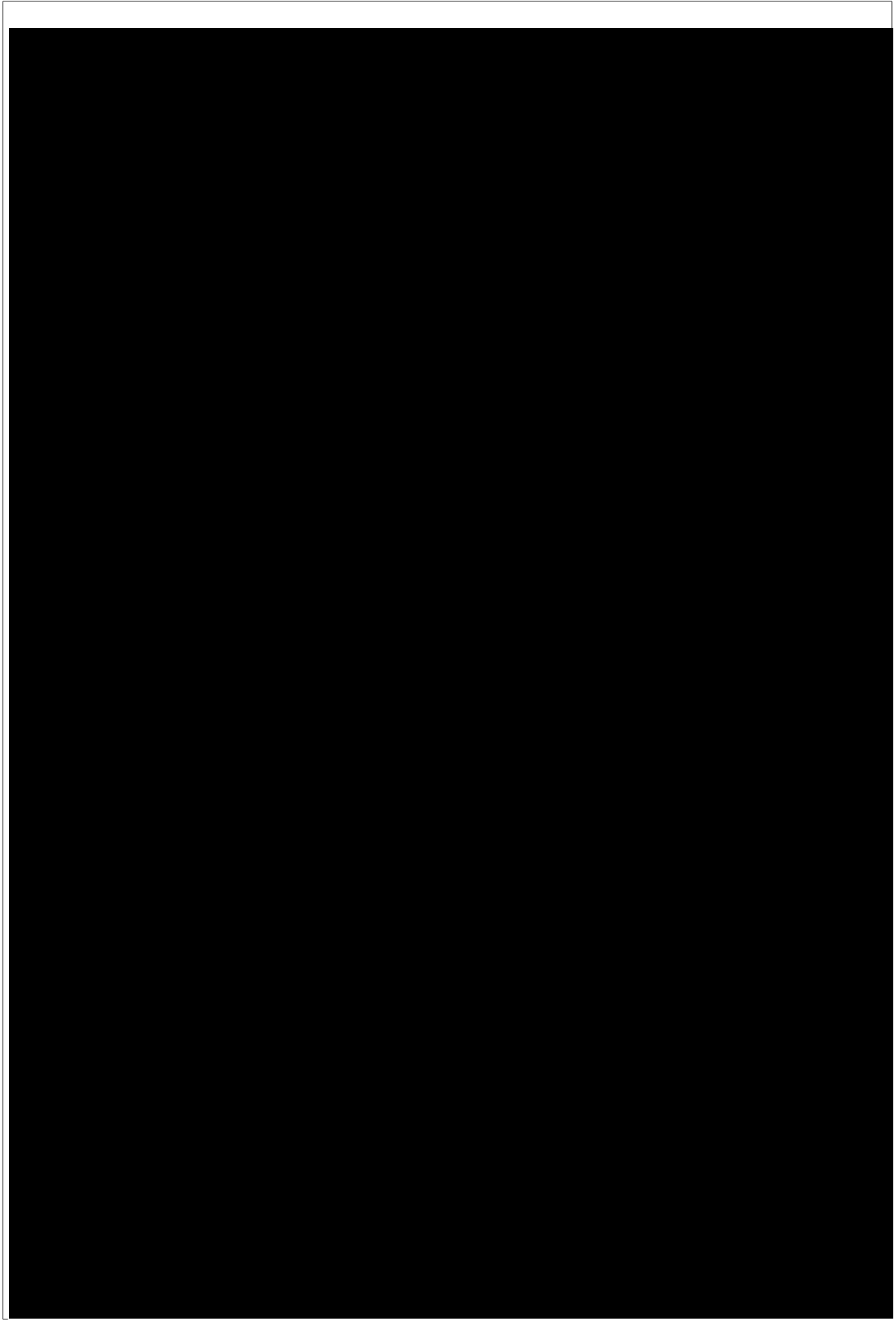
5 Q. I neglected to give you that instruction.

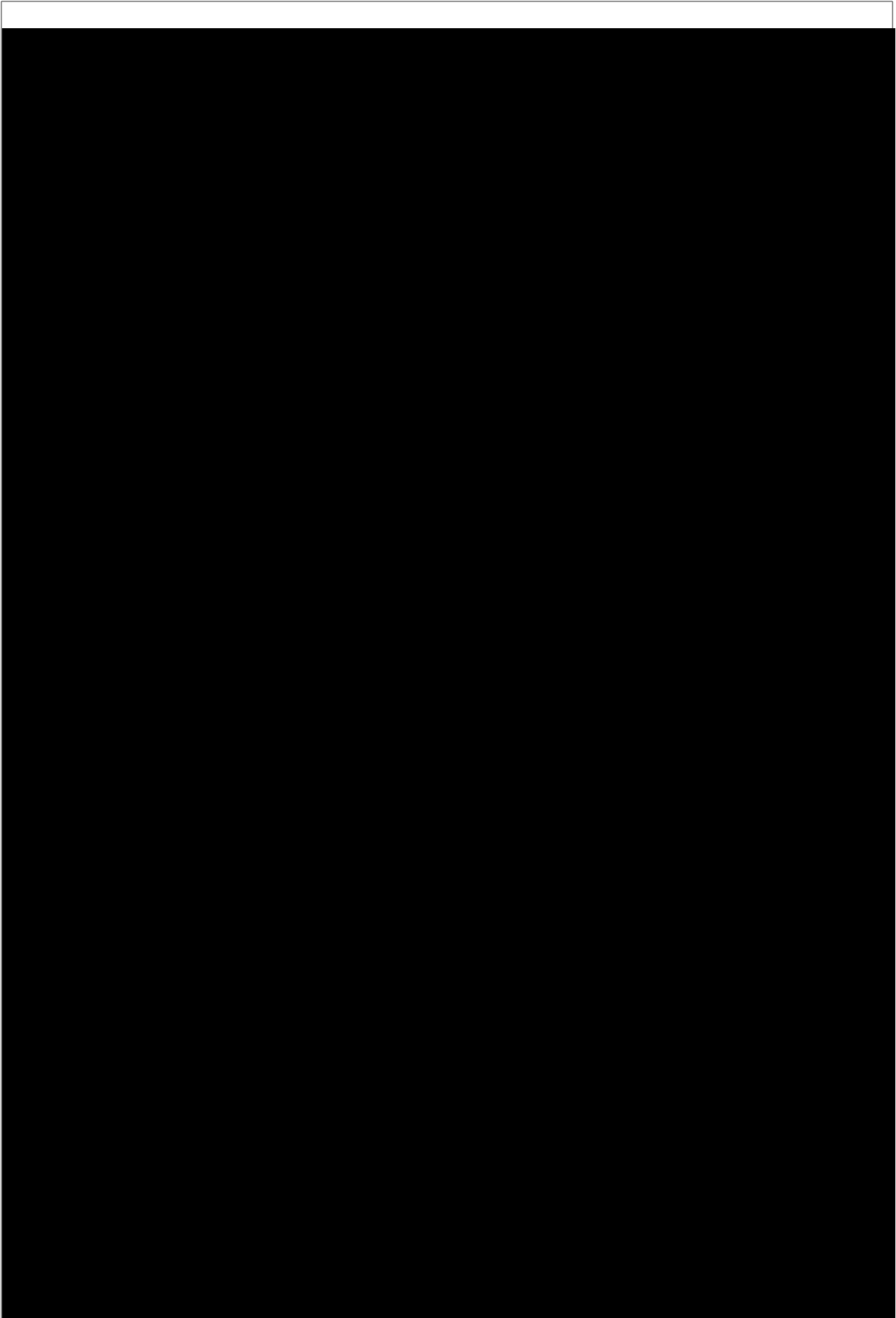
6 Even though a nod of the head or "uh-huh" is
7 what we do in ordinary conversation, the court
8 reporter needs an oral answer.

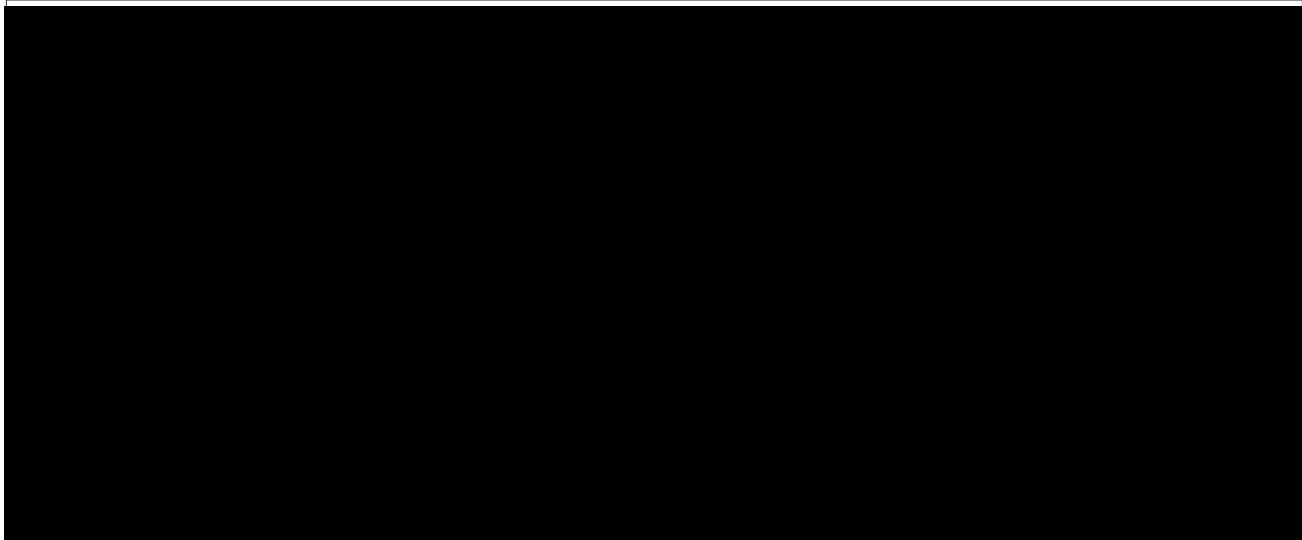
9 Okay?

10 A. Yes.

11 Q. Thank you. You got it.







8 MS. KOSKI: Object to form.

9 BY MS. RELKIN:

10 Q. Okay. What are some of the concerns that
11 might trigger a sales rep to notify their sales
12 manager or compliance about concerns about a
13 customer in the context of CII sales?

14 MS. KOSKI: Object to form.

15 A. In the context of CII sales, if they -- if
16 they saw changes in the patterns of the customer
17 ordering, they would see those -- those orders
18 coming through, they don't -- as we talked earlier,
19 they don't -- they didn't key them, but if they saw
20 unusual patterns, they normally would inquire what
21 was going on.

22 Sometimes there was a national account
23 initiative that was driving that. Other times it
24 could have been the customer that was just -- they
25 were approved, but they hadn't been buying the

1 controls and then they started buying the controls
2 from us.

3 There could have been a variety of reasons
4 why they would have seen a change.

5 Q. And change in pattern, would that include an
6 appreciable increase in the volume of opioids that
7 were being requested for purchase?

8 A. Correct.

9 Q. And did it also include within the opioid
10 family if there was a surge in OxyContin or
11 fentanyl, that that would trigger concerns?

12 MS. KOSKI: Object to form.

13 A. Yes, I think that would fall in that same
14 category of any CII that was -- any pattern that was
15 outside of the customer's normal realm was something
16 we talked to them about making us aware of.

17 Q. And when it was a new customer, so you
18 didn't know what their normal realm was, what were
19 your sales reps instructed to look for?

20 MS. KOSKI: Object to form.

21 A. We did not sell CIIIs to brand new
22 customers until they had several months' worth of
23 history. We needed to know a little bit more about
24 the pattern of their business before we would send
25 the request to the compliance department to see if

1 they would turn on control purchases.

2 Q. So if a new customer called that was -- you
3 had never sold to before and they were a pharmacy
4 in -- pick a place, somewhere in Ohio -- that never
5 sold -- you never sold to them before, what was
6 required to do before you could provide them with
7 the CII product?

8 A. We normally had -- we requested that they
9 complete a questionnaire so that we could get to
10 know more about their business. That questionnaire
11 was sent with the new account package that was
12 mailed out by the marketing department. The sales
13 rep would request that packet get mailed from
14 marketing. Marketing would send that packet out and
15 the know your customer -- I'm sorry, the question
16 your customer questionnaire was included in that
17 packet.

18 They would return that information back to
19 us, and we would get a copy of their DEA license and
20 their state license before we would be able to even
21 start the process of trying to open an account. The
22 new account process itself was several steps.

23 Q. And would you get the DEA and state license
24 from them?

25 A. We would get the DEA and state license from

1 the pharmacy that was asking to open an account with
2 us, yes.

3 Q. Okay. And then what?

4 MS. KOSKI: Object to form.

5 A. In terms of what the next step in the new
6 account process would be?

7 Q. Yes.

8 A. Okay. The sales rep would obtain those
9 documents, something called a load sheet was
10 completed by the sales rep that was putting all the
11 pertinent information that was required in our
12 system to load a new customer. That was put on a
13 form and it was sent to our customer maintenance
14 department and to the compliance department with a
15 copy of the DEA license and the state license.

16 Q. Okay. And then what was the next step?

17 A. Then we waited.

18 Q. For?

19 A. We had to wait for customer maintenance to
20 load all that information into the system as a new
21 record, and then it was compliance would do the
22 ultimate verification and approval to open up that
23 account.

24 Q. Was there any minimum waiting period?

25 MS. KOSKI: Object to form.

1 A. To open the account and start buying, once
2 the account was open, they could start purchasing
3 right away, but not CIIs. Typically not CIIs.

4 Typically we would get -- we would wait at
5 least 90 days, if not longer, and we did not offer
6 that. It was not something that we were -- it was
7 part of the sales rep's presentation as soon as a
8 new account opened to, oh, we can sell you CIIs.

9 It was really designed to open the account
10 so that we could get them to start buying generic
11 products from us.

12 Q. So there never were situations where a sales
13 rep made a cold call to a pharmacy and said, yes, we
14 could use some oxy or some other CII and then steps
15 would be taken to get it to them?

16 MS. KOSKI: Object to form.

17 BY MS. RELKIN:

18 Q. Is that your testimony?

19 A. That would have been a red flag, and that's
20 the way the reps were trained. And that was even
21 touched on in this, even though it wasn't in
22 writing. If you're getting a call out of the blue
23 from a customer who you've never -- who we've never
24 dealt with before and that's what their first
25 question to you is, that's a big red flag.

1 Q. What if it went the other way? Were there
2 sales reps from Anda who, in their tasks, the
3 younger rookies who were making cold calls to get
4 new business, did they ever make cold calls to
5 pharmacies offering CIIs during these initial
6 overtures to the new company?

7 MS. KOSKI: Object to form.

8 A. That was not how they were trained.

9 Q. Do you recall that ever occurring?

10 A. I do not recall ever hearing it. Since I
11 didn't hear every call that the sales reps made, I
12 can't vouch for every single call.

13 Q. By the way, with regard to the calls that
14 the sales reps made, were they monitored or audited?

15 A. Yes, they were.

16 Q. What was the process for that?

17 A. We used a system called Call Copy. Call
18 Copy is a software program -- a monitoring software
19 program where calls are recorded, and we had a QA
20 department, quality assurance department, that fell
21 under the training umbrella.

22 Q. And what percentage -- strike that.

23 Were all of the calls recorded?

24 A. I can't say that they were all recorded
25 because, by law, there were a couple customers that

1 had requested not to be mon -- to be recorded, and
2 by law we had to comply with that. But I would say
3 a good 85 to 90 percent of the calls were recorded.

4 Q. And was that the salesperson, when they
5 picked up the phone, they pushed a button to record,
6 or how did that work?

7 A. It worked automatically, and they had to
8 have a certain greeting that they had to use to
9 disclose to the customer that they were on a
10 recorded line. So their greeting would be: Hello,
11 this is Patricia Williams. I'm calling you today on
12 a recorded line. Either how can I help you or can
13 we talk a little bit about your business today.

14 Q. Got it. If a customer said I don't want
15 this to be recorded, was that a red flag to you?

16 A. A red flag? It was not a red flag from the
17 standpoint of, oh, I wonder why. It was a -- it was
18 just that we, legally, based on all the research
19 that had been done on the topic of recording, we
20 knew that we needed to take that next step and we
21 needed to be able to comply with that.

22 So it was more of a legal requirement that
23 we were obligated to follow.

24 Q. But there was no concern that if a customer
25 was touchy about having the call recorded, that they

1 may have been seeking CIIs inappropriately?

2 A. Not -- no, I don't recall that really being
3 of a big concern. The sales reps would try to
4 educate the client or the customer as to why we did
5 that. It was for their coaching and development.

6 Just because you have a sales rep doesn't
7 mean that they are the perfect salesperson. So we
8 were constantly coaching, monitoring, developing,
9 getting feedback from QA, going back to the sales
10 rep, saying, okay, you've positioned it this way; it
11 would have been better to maybe have positioned it a
12 different way.

13 You know, they weren't perfect people, and
14 we did our best to try to make them as professional
15 as we possibly could.

16 Q. If there were -- if QA folks who were
17 monitoring the calls thought that there was
18 something inappropriate in which the reps were
19 conducting the calls, especially with regard to
20 CIIs, were they ever terminated?

21 MS. KOSKI: Object to form.

22 A. Was the employee ever terminated?

23 Q. Yes.

24 A. It would depend on what the context of the
25 call was. Mainly, we used the coaching and feedback

1 as -- we used the tool of the QA feedback as helping
2 them to become better. Maybe the way they said it
3 was technically -- technically right, but the way
4 they said it may have led the customer to have a
5 little bit different impression than what they
6 should have had. And we would go back and help them
7 to rephrase that and fine-tune their sales pitch.

8 Q. As you sit here, can you recall any
9 situations where an employee was terminated by Anda
10 because of inappropriate efforts to sell opioids to
11 customers?

12 MS. KOSKI: Object to form.

13 A. I cannot recall.

14 Q. Sitting here, can you recall any employees
15 who were disciplined or schooled due to QA people or
16 others seeing that they were doing something
17 inappropriate in their efforts to sell CII opioids
18 to customers?

19 MS. KOSKI: Object to form.

20 A. Yes, I believe they were.

21 Q. Can you tell me about what you recall?

22 A. I -- I recall that we had a few reps that
23 just were not positioning our -- our position as a
24 company correctly.

25 When decisions were made to cut off a

1 customer from buying controlled substances, the way
2 that they explained that to the customer may not
3 have been as professional as it should have been or
4 it may have led the customer to believe well, if I
5 do this, I can do this, kind of thing. So when we
6 caught that, we sat down. We sat with the rep. We
7 coached them through a different kind of dialogue to
8 have.

9 I can remember some of the sales managers
10 having those conversations with them over a period
11 of time. Do I remember a specific rep? No, but I
12 know that those kinds of conversations and coaching
13 development opportunities did go on.

14 Q. You can't recall any particular rep who was
15 disciplined for their --

16 A. I cannot as I'm sitting here, no.

17 Q. And let me just finish the question.

18 A. I'm sorry.

19 Q. You can't recall as you're sitting here any
20 individual rep -- sales rep who was disciplined by
21 Anda management for inappropriate conduct in
22 promoting or selling opioids to pharmacy customers?

23 A. I cannot recall.

24 Q. When you left the company, were you provided
25 with any severance?

1 A. Yes.

2 Q. And was that a package that they offered to
3 you?

4 A. Yes.

5 Q. Was that offered to you during that same day
6 when you had the meeting when you learned that your
7 position was being -- what's the terminology -- the
8 position was eliminated?

9 A. I was notified that there would be something
10 forthcoming, but I did not get it that day.

11 Q. How soon afterwards did you get it?

12 A. I actually got the package about two months
13 later.

14 Q. Was there any intervention in between where
15 you sought counsel against the company?

16 MS. KOSKI: Object to form.

17 A. No.

18 Q. Would you -- would you describe your leaving
19 the company to be that you left on good terms?

20 A. Yes.

21 Q. Do you have any pension with Anda or any of
22 its owners?

23 A. No, ma'am.

24 Q. Did they have a pension plan?

25 A. No. They had a 401(k).

1 Q. Who did you report to, starting -- it may
2 have changed over time -- so when you joined the
3 company? Was that in 2008?

4 A. Yes. I joined August the 4th, 2008. At
5 that time, I reported to Kim Bloom. Her name is now
6 Kim Poropat. She reverted back to her maiden name
7 after a divorce. And I reported to her for
8 approximately a year, year-and-a-half.

9 Q. Okay. And then?

10 A. And then I was promoted to executive
11 director of sale -- of inside sales. Kim
12 transitioned to another role within the organization
13 and I started reporting to a Brian Witte, W-i-t-t-e.
14 And I remained reporting to Brian until the day that
15 I left.

16 Q. Your compensation, was there a base pay and
17 a commission component?

18 A. My base pay was -- there was a base, and
19 then there was an annual percentage component. If
20 the company made plan, there were a number of
21 factors that had to have been met, and it could have
22 been up to 20 percent of my annual income if all of
23 those factors aligned.

24 Q. Was that based by any metrics of sales from
25 your unit?

1 A. Yes, it was.

2 Q. What was the ratio between -- understanding
3 that your commission could change over time, because
4 it wasn't always the same --

5 A. Correct. I was not a commission-based sales
6 manager or director. I was paid a salary. I did
7 not get commission on sales.

8 Q. Okay. So what -- what would you refer to --
9 we know the base pay is the regular.

10 A. Correct.

11 Q. And then this --

12 A. It was an annual bonus.

13 Q. It was a bonus?

14 A. Correct. It was an annual bonus.

15 Q. And so was it generally your bonus was about
16 20 percent of your overall compensation package?

17 A. I had the availability of going up to 20
18 percent if all of the metrics that I was held
19 accountable during that year were met and the
20 company made plan and there was a component, I
21 believe, originally at the Watson level and how well
22 Watson did as an organization as well.

23 Q. You were with the company for, what, about
24 seven or eight years?

25 A. I was hired on August the 4th of 2008, and

1 my severance package date on there has that my
2 ending date was June the 29th of 2015.

3 Q. Okay. So during those years, how many of
4 the years did you get to the 20 percent? And if you
5 don't get to the 20 percent bonus, what were the
6 varying -- what were the lowest bonus that you got
7 in any given year?

8 MS. KOSKI: Object to form; compound.

9 BY MS. RELKIN:

10 Q. Good point. What was the lowest bonus you
11 had in any given year, if you can recall?

12 A. I can't recall. It fluctuated every year.

13 Q. So --

14 A. I remember a 9 percent. I remember a 15
15 percent. I remember nothing or very little. I
16 don't -- I don't have those numbers memorized.

17 Q. You got 20 percent at least one year?

18 A. I believe so. I believe so.

19 Q. Were there stock options or stocks provided
20 as well?

21 A. Yes, there were some stock options.

22 Q. And the stock was with Watson?

23 A. It was originally with Watson, and then
24 everything transitioned over to Actavis, and then
25 from Actavis it transitioned over to Allergan.

1 Q. And do you have stock in Watson, Actavis,
2 and Allergan?

3 A. No longer.

4 Q. Did you -- when did you sell that stock?

5 MS. KOSKI: Object to form.

6 A. I exercised those options over a period of
7 years -- and I did hold onto a significant amount of
8 them and got rid of those in 2016.

9 Q. Now Anda is owned by Teva; is that right?

10 A. That is correct.

11 Q. Do you have any stock in Teva?

12 A. No.

13 Q. And you talked about base pay and then the
14 bonus, which was the varying percentages?

15 A. Varying, uh-huh.

16 Q. On top of that, there would be stock
17 options; is that right?

18 A. The -- there was a -- what was called a
19 long-term incentive was there were stock options,
20 part of the long-term incentive. So some years
21 there would be some stock options offered to me and
22 other years there were not.

23 I was offered an initial group of shares as
24 well if I retained and stayed on with the company
25 for a period of time -- I think it was two years or

1 four years -- payable incrementally as I had
2 longevity with the company.

3 Q. And when the company -- when Watson sold to
4 Actavis, you kept your Watson stock options and then
5 you also then got Actavis? Is that how it worked?

6 MS. KOSKI: Object to form.

7 A. It had -- they had to all be converted over.
8 They all were converted over, because at the time of
9 the conversion, none of my stock options were
10 payable.

11 Q. Got it.

12 A. They weren't payable until future dates.
13 There was nothing payable to me immediately.

14 Q. What was the approximate amount of your --
15 of the sale of all your options?

16 MS. KOSKI: Object to form.

17 A. Over the entire course of the time that I
18 was with the company?

19 Q. Yes. Until when you sold in 2016, yeah.

20 A. Okay. May I ask another -- another
21 question?

22 Q. Sure.

23 A. A clarifying question?

24 There was a price that the stock was given
25 to me at, and then there was the price that it was

1 actually sold at if there was an appreciation time
2 frame. Okay. Which of those numbers would you
3 like?

4 Q. Why don't you give both, the best that you
5 can recall.

6 A. I want to say that I had a total combined of
7 about 3,000, maybe 3,200, shares over a period of
8 time, and those did appreciate. Because they were
9 issued at all different amounts, from \$35 up to over
10 \$190, depending on what the share price was going
11 for, for which company we were under at that time.

12 And then, obviously, Allergan, which is when
13 it was finally sold -- when I actually sold the
14 majority -- I think I may have sold a few shares
15 right after year number four that I was with the
16 company, because I think that was the first time
17 that I was eligible to actually exercise the option.

18 Q. Right.

19 A. And I want to say then I maybe took what was
20 the equivalent of 100 shares, maybe 200 shares. I
21 don't recall. I'd have to look.

22 Q. And then when you sold the bulk of them in
23 2016, how much did you receive?

24 A. I netted about -- let me think here. It was
25 about \$600,000, I believe.

1 Q. In addition to the stock options, the base
2 pay, and the annual bonus, you said there was a
3 401(k).

4 Did they match that as well?

5 A. Yes, they did.

6 Q. And up to what percent?

7 A. They matched like 2 percent. I believe it
8 was 2 or 3 percent, up to 6 percent, from what I can
9 recall. And I believe it did change. I believe it
10 started out as 2 -- 2 percent, and then it -- I
11 believe it went to 3.

12 Q. You said it went up to 3, not --

13 A. I believe so.

14 Q. -- not 6 percent?

15 MS. KOSKI: Object to form.

16 BY MS. RELKIN:

17 Q. If you put up to 3, they matched 3?

18 A. Correct.

19 Q. Got it.

20 A. Sorry I didn't explain that correctly.

21 Q. What was -- with regard to your bonus, what
22 was the highest bonus you received the year you hit
23 20 -- or the year or years -- or what amount of
24 money was that?

25 MS. KOSKI: Object to form.

1 A. I don't recall the amount.

2 Q. Approximately.

3 A. I don't recall. I know there -- I remember
4 somewhere -- it was around \$15,000. I really don't
5 recall the numbers.

6 Q. And your base pay was?

7 MS. KOSKI: Object to form.

8 A. I was hired in at \$110,000. My base pay
9 when I left was 185.

10 Q. And what was the severance that they
11 provided?

12 A. Thirty-nine months.

13 Q. So you got your base pay for 39 months?

14 A. I apologize. I'm so sorry.

15 Q. That's a good deal.

16 A. Please strike that. It was for 9 months.
17 It was 39 weeks, not 39 months.

18 Q. I would say that's very generous.

19 So you got nine months --

20 A. Correct.

21 Q. I'm sorry to have been intrusive, but this
22 is what we do.

23 Would you agree with the statement that
24 there is an inherent tension between Anda's desire
25 to sell and make profit and the responsibility to

1 ensure they were not selling to customers who were
2 allowing controlled substances to get diverted?

3 MS. KOSKI: Object to form.

4 Are you asking her opinion about that
5 statement?

6 MS. RELKIN: Yes.

7 MS. KOSKI: Not a fact question but her
8 opinion?

9 BY MS. RELKIN:

10 Q. In your experience as sales manager for
11 inside sales at Anda, did you perceive that there
12 was inherent tension between the goal of selling and
13 making profit for the company and the imperative to
14 avoid sales to inappropriate customers who might be
15 placing suspicious orders?

16 MS. KOSKI: Object to form.

17 A. Was there tension? I don't consider it a
18 tension. Were we all aware of our obligation? Yes.
19 To do things ethically and to be an ethical member
20 of the community, absolutely.

21 Did we -- did I ever feel that the sale of
22 the CIIs inhibited my ability to reach my goals?
23 No, because it was a small portion of our business.

24 Our generic sales were what really drove our
25 business, and although CIIs were a part of that,

1 they didn't -- my goals were not given to me as
2 you've got to hit this much in a CII goal on a
3 monthly basis, on a yearly basis. I was given a
4 brand goal, I was given a generic goal. Out of all
5 the SKUs that we offered, that were -- those were my
6 directives.

7 Q. Well, were there circumstances where one of
8 your sales reps had a good customer who was a big
9 purchaser of the other non-CIIs, but they also were
10 seeking more and more CII products that was of
11 concern?

12 MS. KOSKI: Object to form.

13 A. I recall that we had a number of sales reps
14 that were relaying what the customer wanted us to do
15 in terms of requesting -- we talked about
16 requesting, you know, control increases, and we had
17 processes for those and those were sent to the
18 compliance department to review.

19 It was the compliance department's decision
20 as to whether to approve those or not. It was
21 communicated back as to whether those would be
22 approved or not, and that would then be communicated
23 back to the customer.

24 Q. In those circumstances, you had sales reps
25 who were concerned that if they didn't provide their

1 customers with the increase or the amount of opioids
2 that they were seeking, that they would lose the
3 customer business for all purposes; isn't that true?

4 A. That is true, yes. They were very
5 concerned. The sales reps were paid a -- depending
6 on whether they were a new hire or a more seasoned
7 sales rep, were paid 9 -- the more seasoned sales
8 reps were paid \$9 an hour, and theirs was entirely
9 almost commission based. So an impact of a customer
10 leaving and taking not only the CII but all of their
11 generic business absolutely would have been of
12 concern to a sales rep.

13 However, that being said, they understood
14 that if something were to happen with that customer
15 and that customer ultimately resulted in something
16 further down the line happening to Anda, none of
17 them wanted to be in that position. So they were
18 kind of torn. They were torn to trying to be the
19 customer advocate but also making sure they did the
20 right thing for the company.

21 Q. And some of them tried to push the envelope?

22 A. Yes. Salespeople try to do that, but those
23 are the ones that we had to constantly bring back
24 and remind them of what their job and
25 responsibilities were.

1 Q. Isn't it fair to state that there are a
2 number of e-mails where the sales reps would
3 advocate to increase the limit because the customer
4 was an important customer to the company?

5 MS. KOSKI: Object to form.

6 A. There were customers that were not only
7 important to the customer -- to the company, they
8 were important to them and the sales rep and their
9 income.

10 Q. And they advocated, please increase the
11 limit?

12 A. They would.

13 Q. Or please give us an extension on the
14 paperwork?

15 A. They did that initially when these processes
16 of how to go about requesting the increase began,
17 but after a period of time and more education and
18 more knowledge about the subject, more understanding
19 of what was going on in the market, that became less
20 and less an issue.

21 Q. When you say more understanding of what was
22 going on in the market, what do you mean?

23 A. Meaning the abuse that was happening.

24 And we educated them at every opportunity
25 that we could of scenarios where a pharmacy had been

1 shut down by the DEA, what that reason was, if we
2 knew it. We used those as training opportunities so
3 that we really helped them to get a better
4 perspective.

5 They were very focused on them themselves,
6 and we needed to bring them up and bring that
7 understanding back to the role of the company, the
8 role they played within the company.

9 Q. Chronologically, when you joined the
10 company, you're aware at that point there was a
11 problem with opioid abuse; is that fair to state?

12 A. To be honest, no. In 2008, I don't recall
13 that being something that I was dealing with in the
14 role that I had.

15 I was being charged with putting programs
16 together for the sales force under Kim Bloom's
17 direction. I was putting recognition programs
18 together. I was working with training on the
19 curriculum. I was working with a lot of other
20 initiatives. So there was no emphasis in my world
21 at the time on anything on CIIs.

22 Q. When did you first become aware of opioid
23 abuse problems?

24 MS. KOSKI: Object to form.

25 Are you asking her personally?

1 MS. RELKIN: Yes.

2 A. I would say it would probably have started
3 somewhere in the late 2009, 2010. And the reason I
4 say that is because the compliance team at that time
5 started asking for more participation from our sales
6 floor to help them in being those eyes and ears,
7 helping them to get updated customer questionnaires.

8 They had always used a customer
9 questionnaire, but we wanted to get current ones and
10 make sure we were keeping them on a current basis.
11 And so the sales floor and sales reps were asked,
12 because of their role with the customer, to try to
13 help us in that initiative.

25 Q. So it's your testimony that training began

1 when you were a new hire in 2008?

2 A. Correct.

3 Q. Was it less detailed?

4 A. I think it was a little bit less detailed.

5 It was more about what CSOS was, what -- why would a
6 customer use CSOS, what was the process for ordering
7 a CII.

8 We were not forbidden from ordering and
9 fulfilling an order for a CII. We did it every day
10 for our clients. There were control limits in place
11 from the -- way before I started, and I'm sure they
12 probably are even more so now. But those limits
13 were always in place.

14 So there could never be a time when the
15 sales rep just went willy-nilly and started, you
16 know, shooting tons of CII products out there.
17 There was always a limit to the amount of ordering
18 that that customer could do for any CII product.

19 Q. You talked about the salespeople had their
20 regular wage was \$9 an hour, and then they got
21 commission. What was the typical breakout of how
22 much of their compensation was commission?

23 MS. KOSKI: Object to form.

24 A. I would say on the average, for a seasoned
25 representative, it was probably 90/10. They had a

1 very, very, very small base. New hires were paid
2 \$15 an hour for the first two years unless their
3 book of business grew substantially to the point we
4 had -- I had a formula that I was able to utilize to
5 determine when did it make sense to move them from
6 what we called the rookie plan to become a
7 full-fledged sales rep, actually graduate them, so
8 to speak, or promote them to a full sales rep
9 status, at which point they would earn the \$9 and
10 their commission would be enough to sustain that
11 difference.

12 Q. I see.

13 So the new hires started at \$15?

14 A. Correct.

15 A. Because they had very little -- they had no
16 accounts. They started with zero. Zero accounts.
17 And then as their book of business grew -- some
18 sales floors -- just a little bit of call center
19 education.

20 Some call centers, the sales floor is
21 territorial about their accounts, meaning if I am a
22 sales rep and I have 100 accounts, I'm always going
23 to be worried that somebody is going to try to steal
24 my account. That was not the way at Anda. Anda
25 never operated under that type of feeling, as long

1 as I was there.

2 When you got an account and you opened that
3 account and you cultivated that account, that
4 account was yours. And the only time that we would
5 move that account was if there was some kind of
6 major customer issue that -- interaction issue that
7 happened between the customer and the sales rep
8 where the customer physically asked for a change in
9 their sales rep, or if the sales rep left the
10 company.

11 So to that end, they were encouraged to
12 continue to grow their book of business.

13 Q. Did the sales force also get a bonus based
14 on performance?

15 A. They did. Theirs was a quarterly bonus
16 based on a variety of call center metrics: talk
17 time, number of accounts that they had sold to, a
18 variety of --

19 Q. Did any of the metrics that were used to
20 formulate their quarterly bonus give credit for
21 sales reps pointing out potential suspicious orders
22 for -- concerning customers?

23 MS. KOSKI: Object --

24 Q. -- with regard to opioids?

25 MS. KOSKI: Object to form.

1 A. No, ma'am.

2 Q. Was there any incentive provided to any of
3 the employees at Anda to detect suspicious orders?

4 MS. KOSKI: Object to form.

5 A. An incentive? No. We didn't bring an
6 incentive to bring something to our attention that
7 we needed to have brought to our attention.

8 Q. You indicated there was no competition
9 within the sales force, people respected each
10 other's customers.

11 Was there some point in time where you were
12 concerned about sales reps working after hours,
13 after the 9:00 shutdown?

14 A. Yes. Yes.

15 Q. What was that about?

16 A. We had -- we had about five or six sales
17 reps, and these were all senior sales reps, and our
18 senior sales reps were on salary versus a hourly
19 rate. And we were just concerned that they were
20 staying there unsupervised.

21 We normally had a sales manager on every
22 night until 9:00 o'clock, but some of our senior
23 sales account managers liked to stay until 9:15,
24 9:30.

25 Technically our phones closed at

1 9:00 o'clock. So we wanted them really off the
2 phone and leaving for the night and --

3 Q. Well, they weren't hourly. They were
4 salaried, and they were senior.

5 So what was the concern?

6 A. The concern was that they were in a building
7 alone and that there was no managerial supervision
8 there, and we were -- all we did, we just asked them
9 if they could please try to leave when the sales
10 manager left.

11 It wasn't a question of --

12 MS. KOSKI: Just wait for another question.

13 THE WITNESS: Okay.

14 MS. KOSKI: Sorry to interrupt you.

15 THE WITNESS: That's okay.

16 MS. KOSKI: Question, answer; question,
17 answer.

18 MS. RELKIN: We'll mark this as Exhibit 3.

19 (Anda-Williams Exhibit 3 was marked for
20 identification.)

21 BY MS. RELKIN:

22 Q. Before I turn to this exhibit, were those
23 after hours sales calls recorded as part of the QA
24 system?

25 A. All their calls were recorded regardless of

1 the time unless we had specifically taken that
2 particular customer off of call recording.

3 Q. Was there any concern that the sales folks
4 were spying on what was going on in compliance?

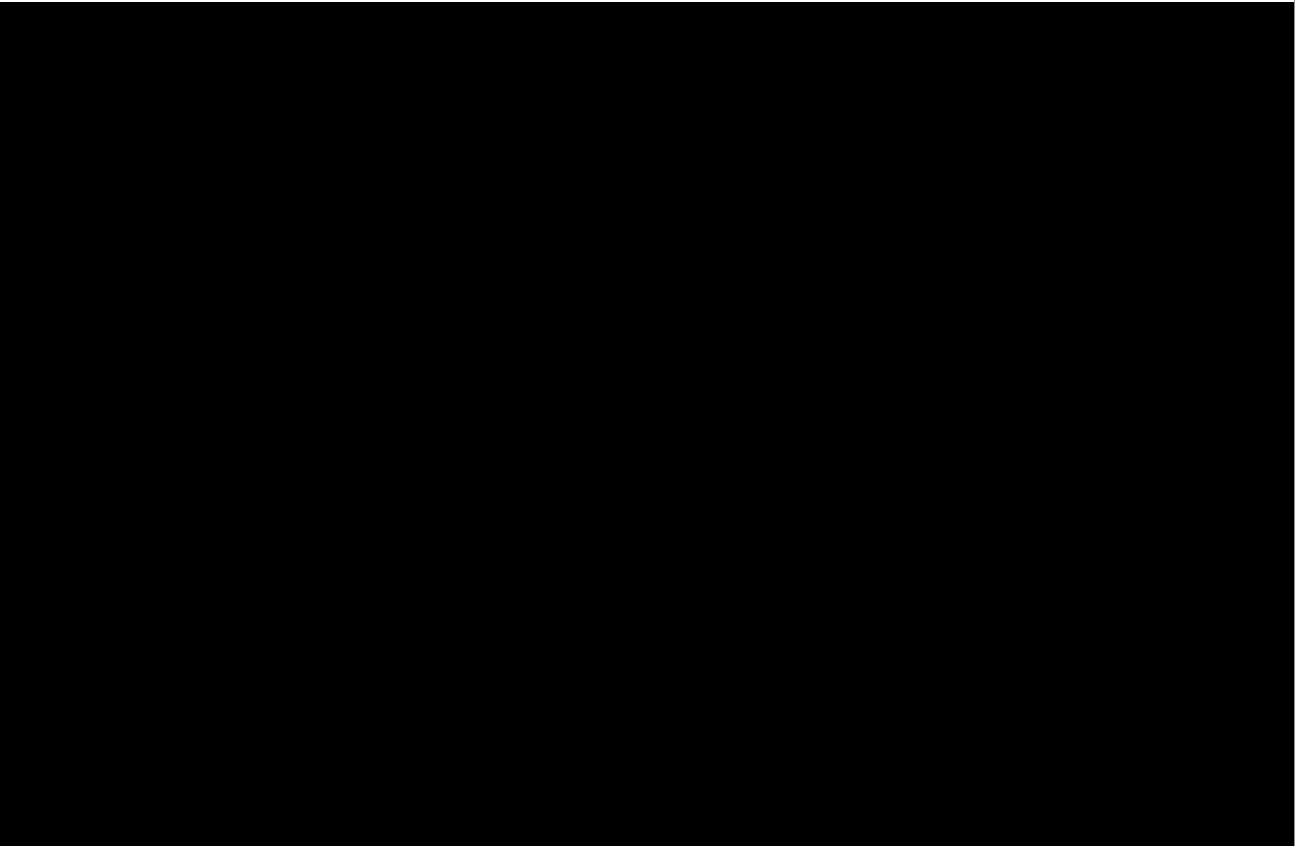
5 MS. KOSKI: Object to form.

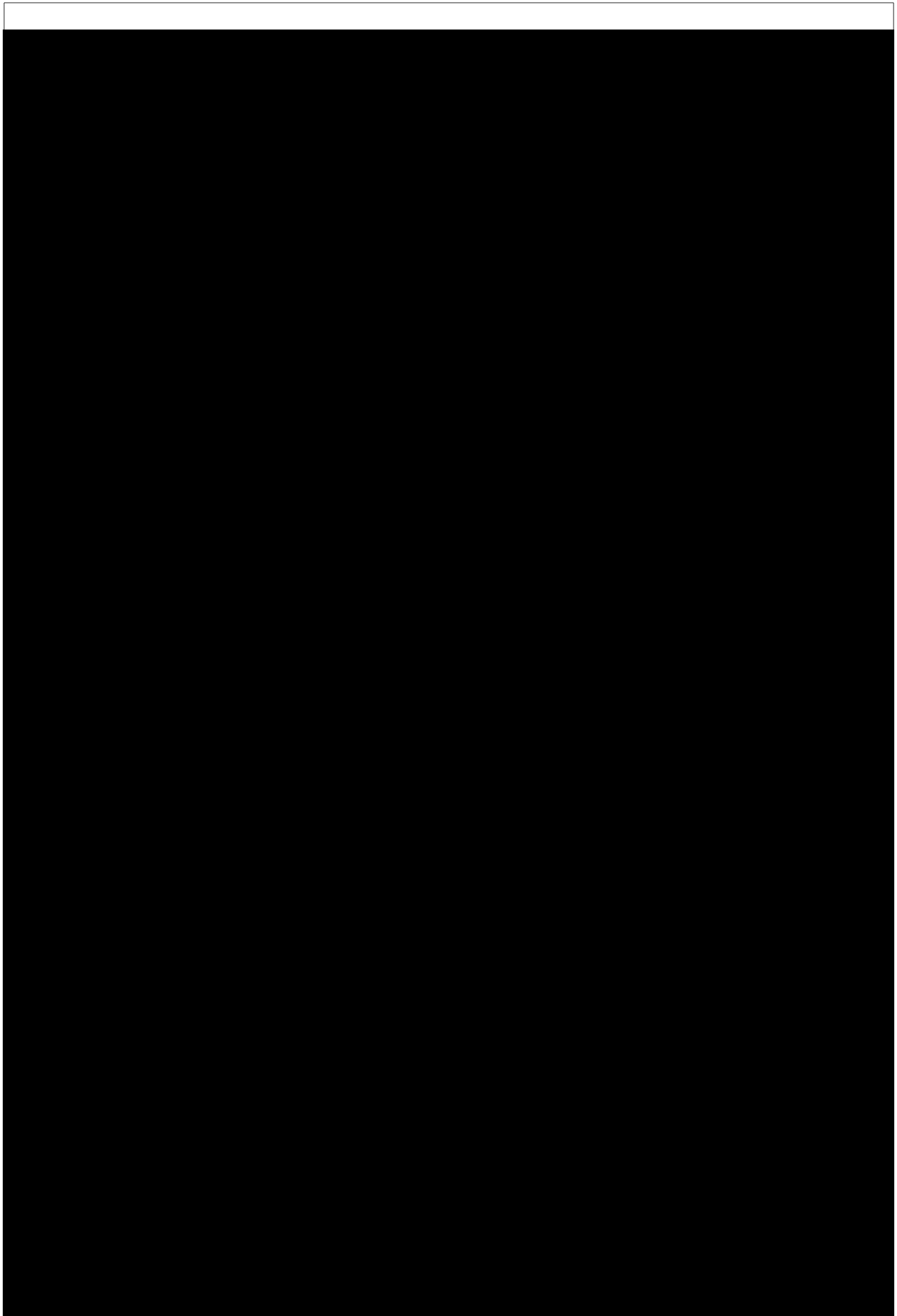
6 A. In compliance? I don't ever recall that.
7 Compliance was at the very opposite end of the
8 building from where sales was.

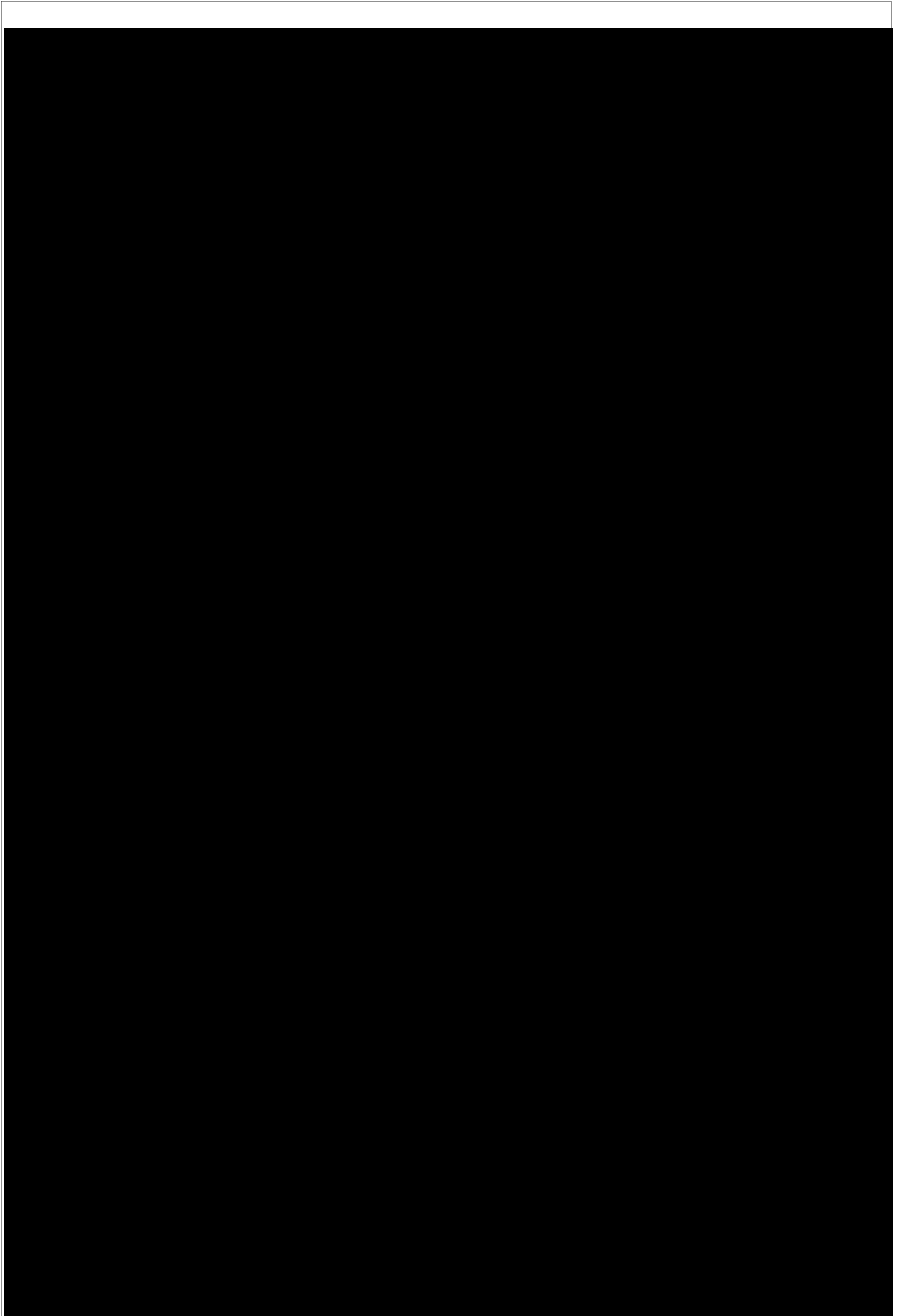
9 Q. Got it. Okay.

10 So what we've marked as Exhibit 3 is
11 produced from your files, and it's
12 Anda_Opioids_MDL107802.

13 Let me know when you have a chance to look
14 at this. We can start from the bottom.









7 Q. One more question about your employment
8 situation.

9 When you got a severance package, was there
10 a termination agreement?

11 A. Yes.

12 Q. Okay. And was there a nondisparagement
13 clause in that?

14 MS. KOSKI: Object to form.

15 A. Nondisparagement? Yes.

16 Q. And what that means is that you weren't
17 supposed to say anything negative about the company;
18 is that right?

19 A. Correct. Uh-huh.

20 Q. And were there any enforcement consequences
21 if you did say anything negative about the company?

22 A. I would have to go back and re-read that
23 document. I don't recall the consequences.

24 Q. I'm going to be asking some questions about
25 promotional efforts and sales of CIIs.

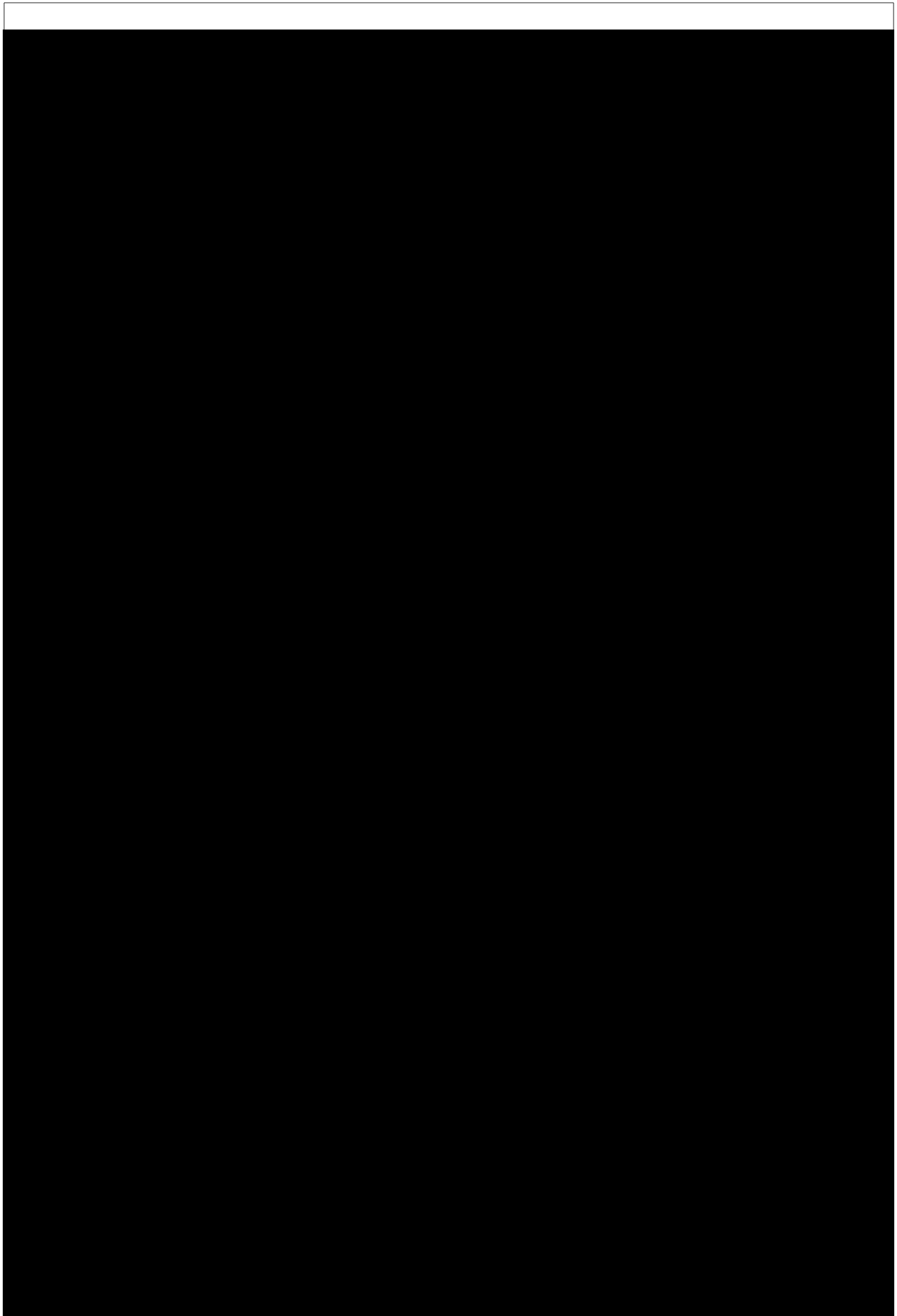
1 MS. RELKIN: Could I have an exhibit
2 sticker? We'll mark this as Exhibit 4.

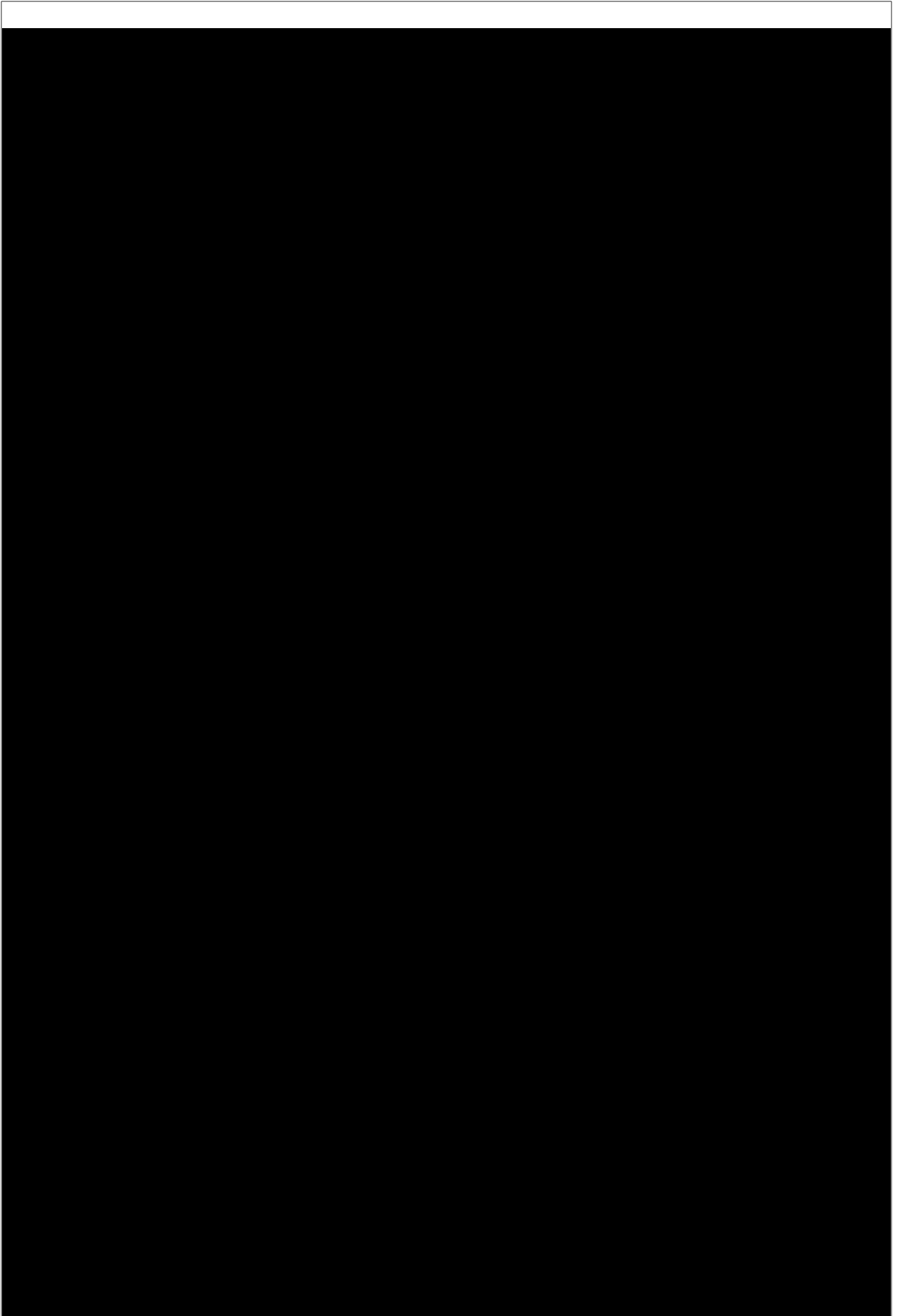
3 (Anda-Williams Exhibit 4 was marked for
4 identification.)

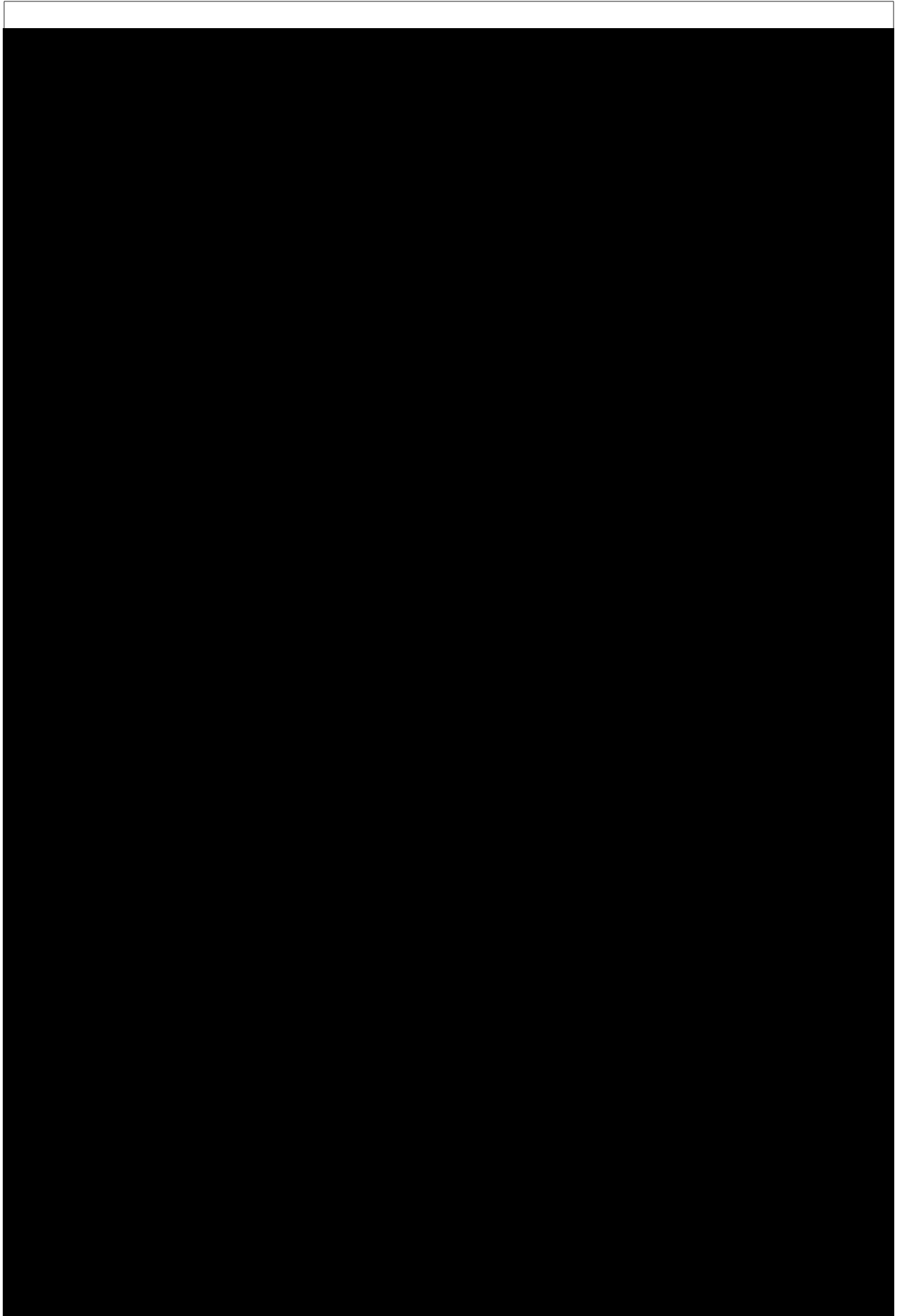
5 MS. RELKIN: Here's one more if somebody
6 needs it.

7 BY MS. RELKIN:

8 Q. What I've marked as Exhibit 4 is stamped
9 Number 0610875 from Anda files, your custodial file.







[REDACTED]

3 MS. KOSKI: Let her finish.

4 (Anda-Williams Exhibit 5 was marked for
5 identification.)

6 MS. RELKIN: I'm sorry. I didn't give the
7 witness -- can you pass --

8 BY MS. RELKIN:

9 Q. I've just marked as Exhibit 5 a document
10 that was produced from your files, Number 08 --
11 just -- I'm just going to read the numbers,

[REDACTED]

24 And recognizing that you were not -- you

25 were not on the original e-mail chains, but I think

1 you got looped in.

2 Do you see where you got looped in here?

3 MS. KOSKI: Take your time if you need to
4 read the --

5 MS. RELKIN: Yeah.

6 You know what, I'm going to come back to
7 this exhibit, okay? So we'll just move on to
8 another exhibit, and we'll come back to this one.

11 Okay?

12 MS. KOSKI: Okie-dokie. You can can just
13 set it aside. She's saying she's not going to
14 ask you the questions.

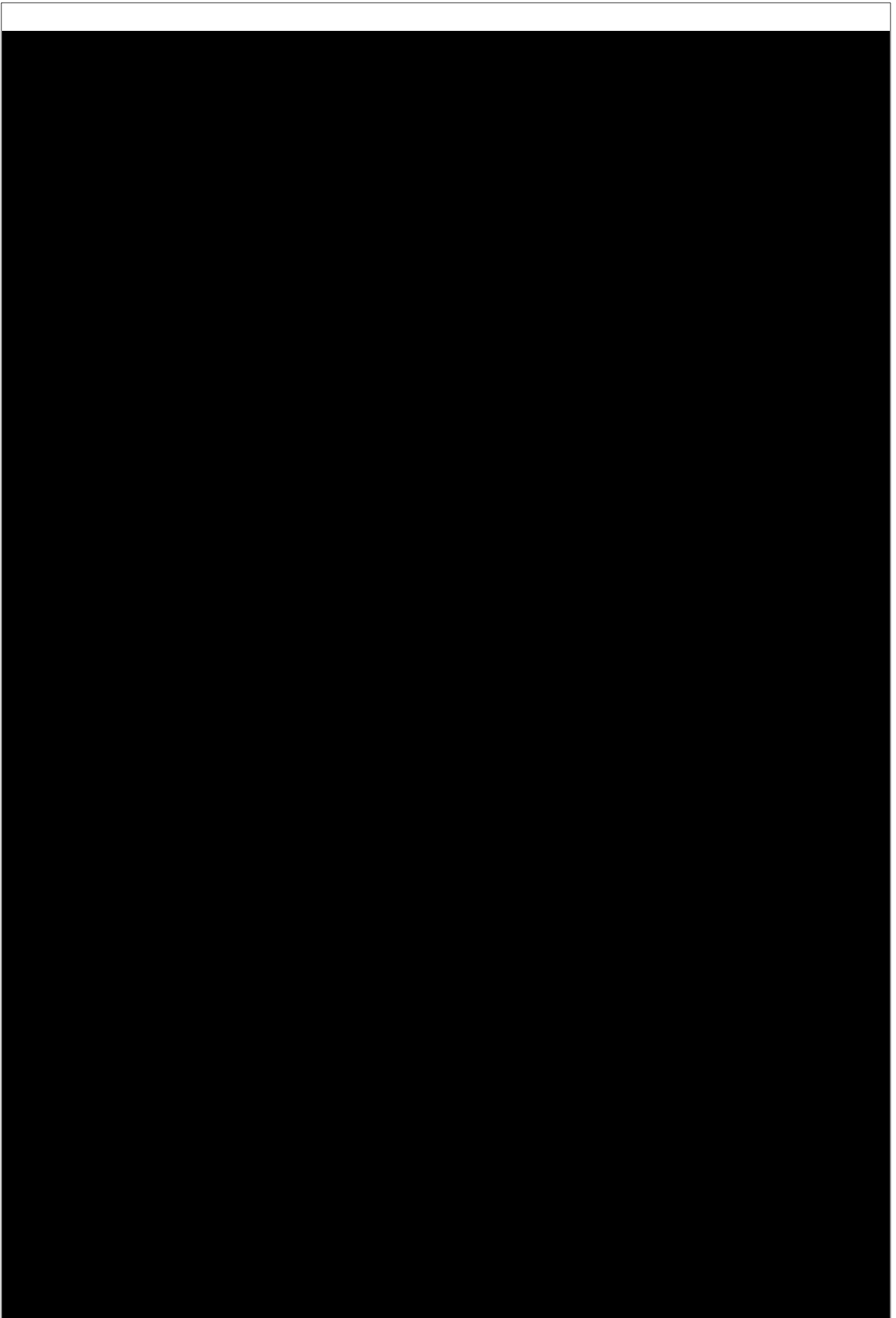
15 THE WITNESS: Right.

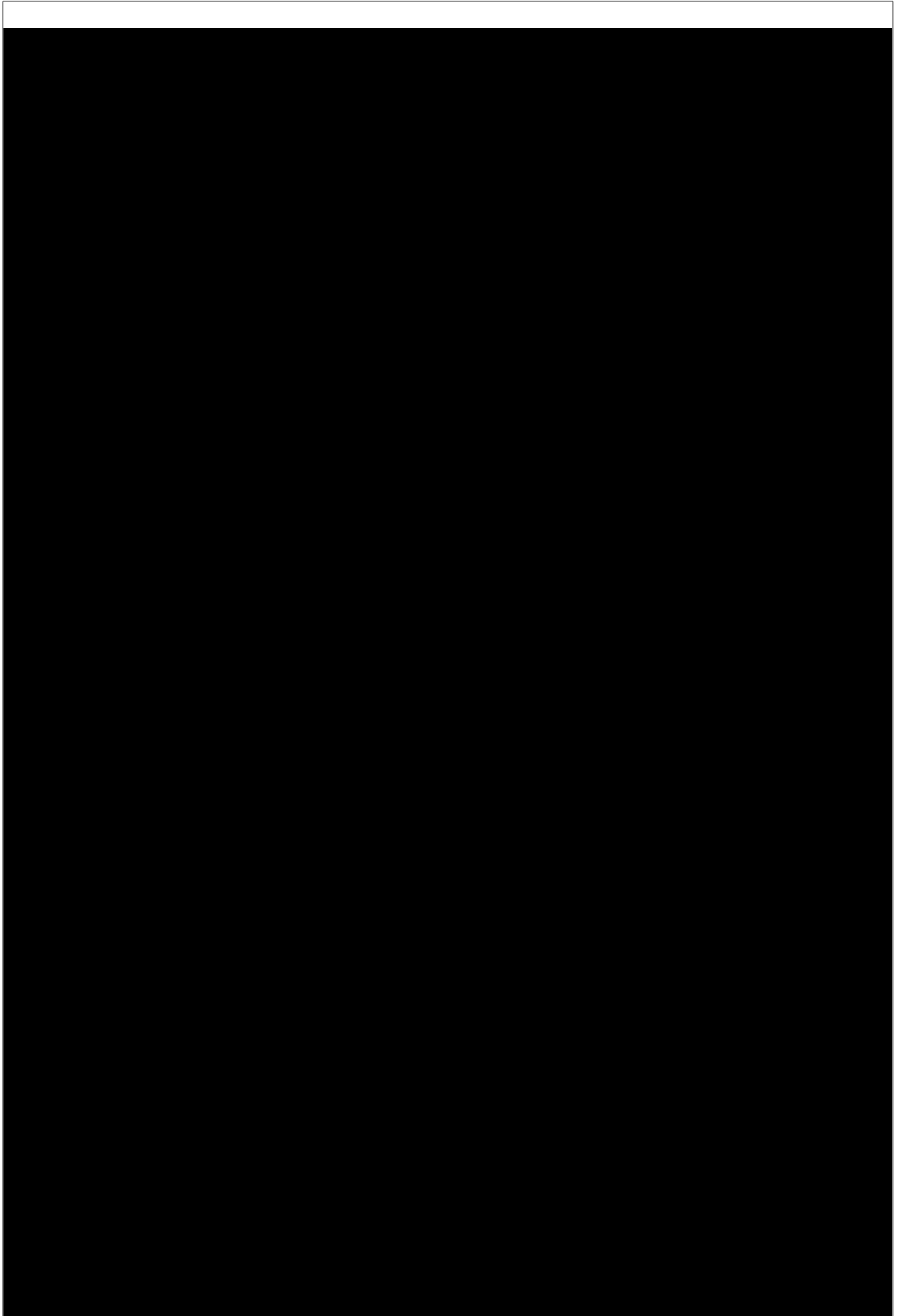
16 MS. RELKIN: This will be Exhibit 6.

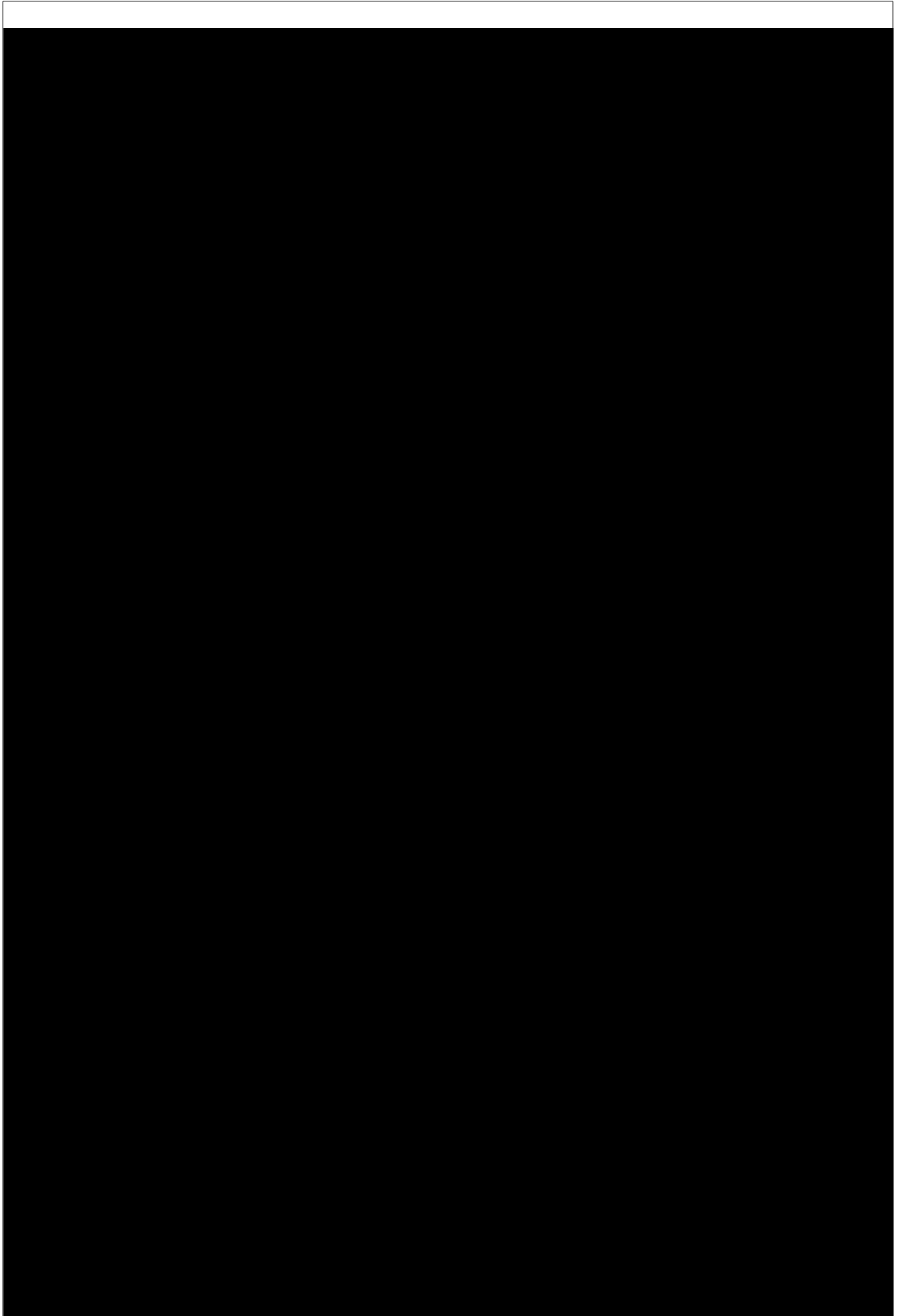
17 (Anda-Williams Exhibit 6 was marked for
18 identification.)

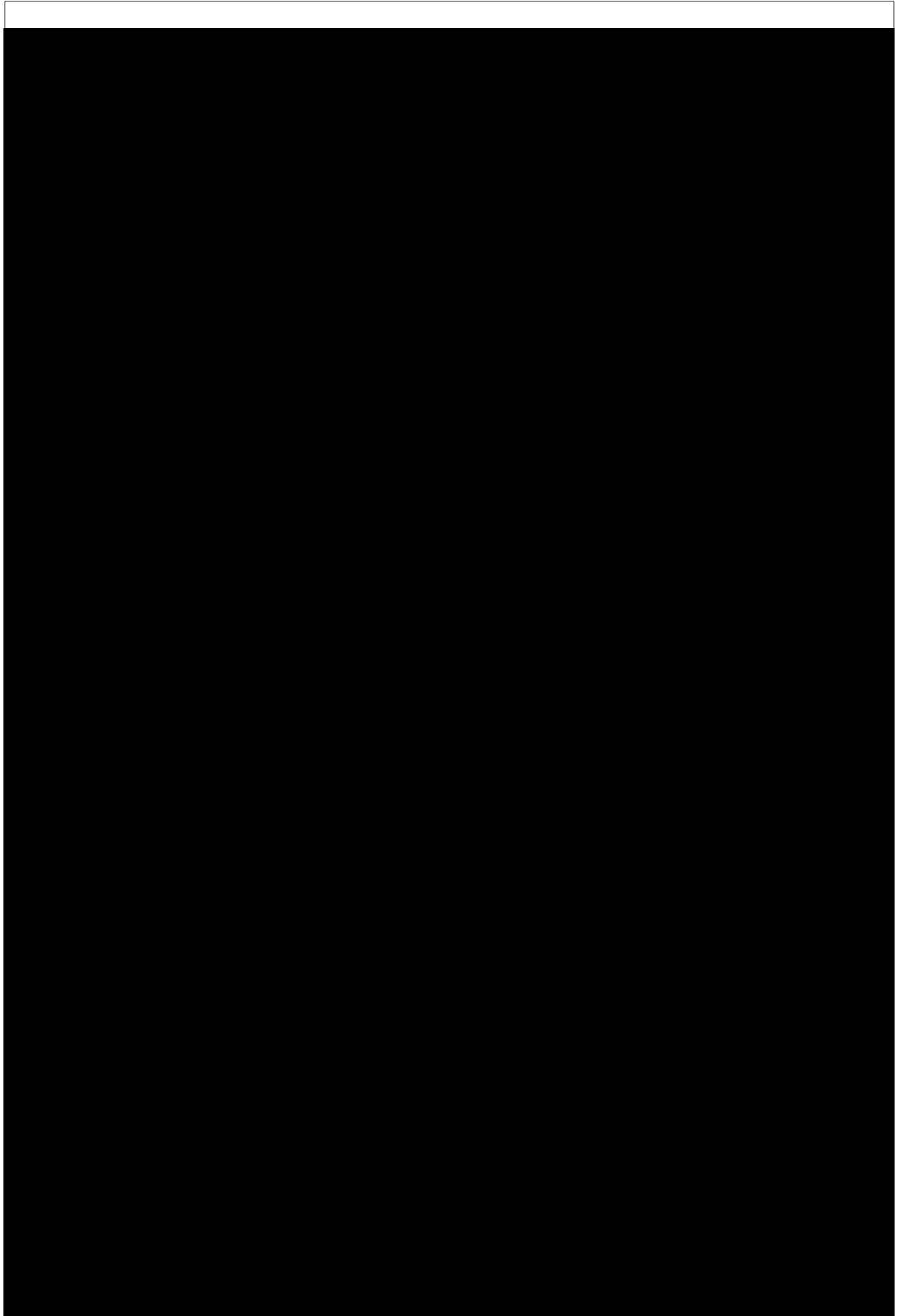
19 BY MS. RELKIN:

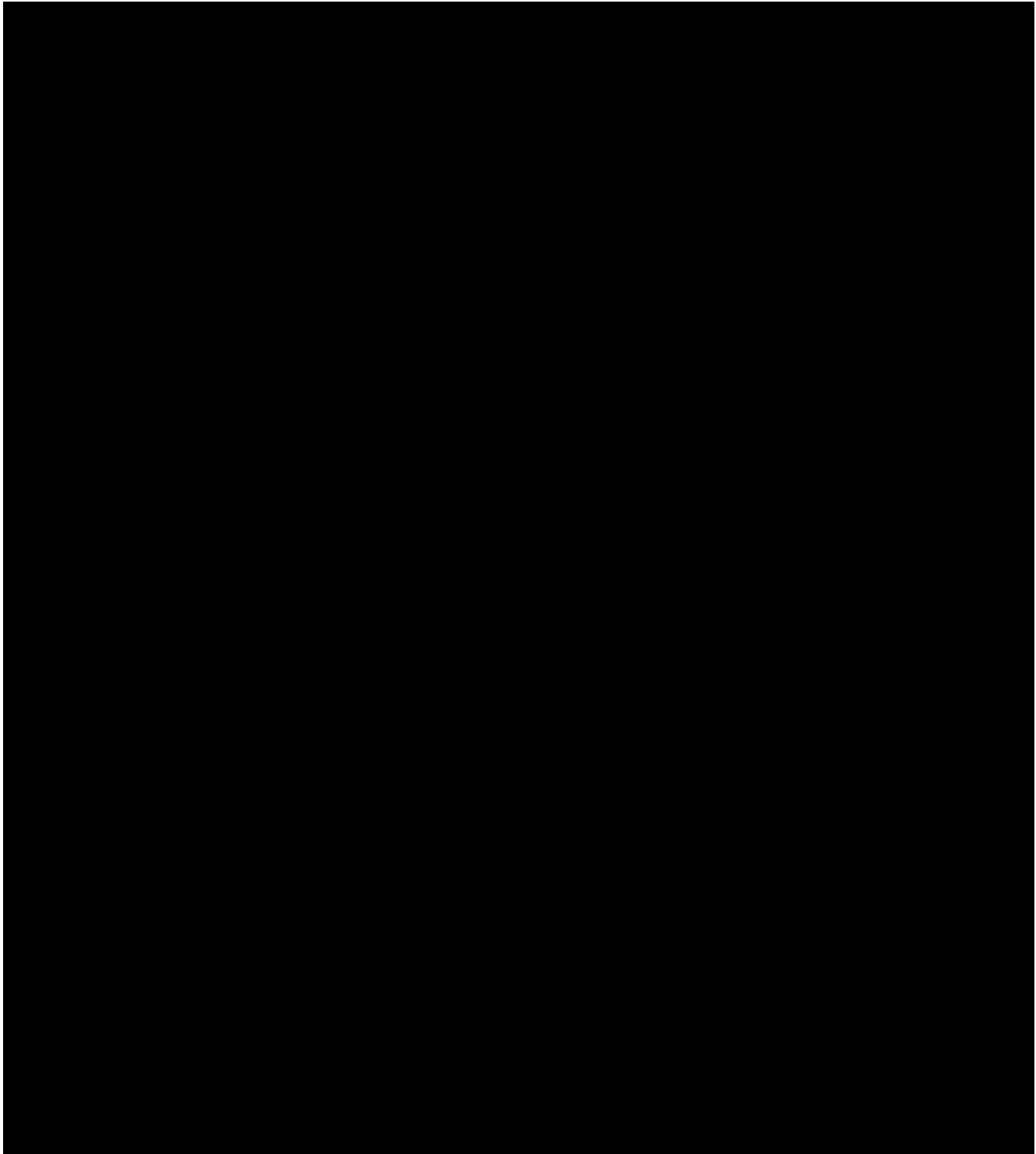
20 Q. This has been marked as Exhibit 6. It was
21 stamped from your files, Number 712121. It's a
22 short e-mail.











20 MS. KOSKI: Ellen, I think I set up lunch
21 today for 12:30. It's only 11:30 now, but for
22 your planning purposes.

23 MS. RELKIN: Okay. Thank you.

24 (Anda-Williams Exhibit 7 was marked for
25 identification.)

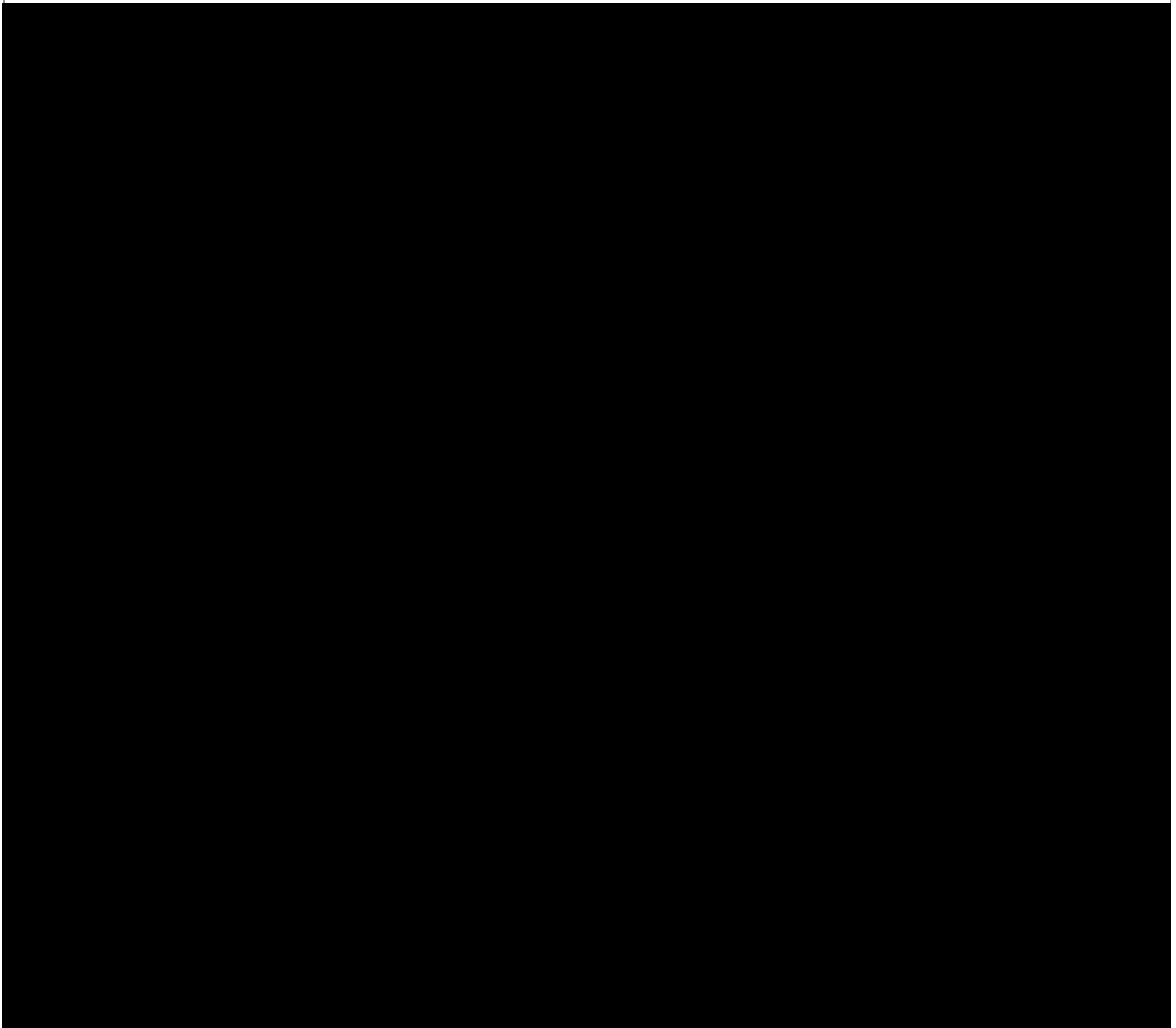
1 BY MS. RELKIN:

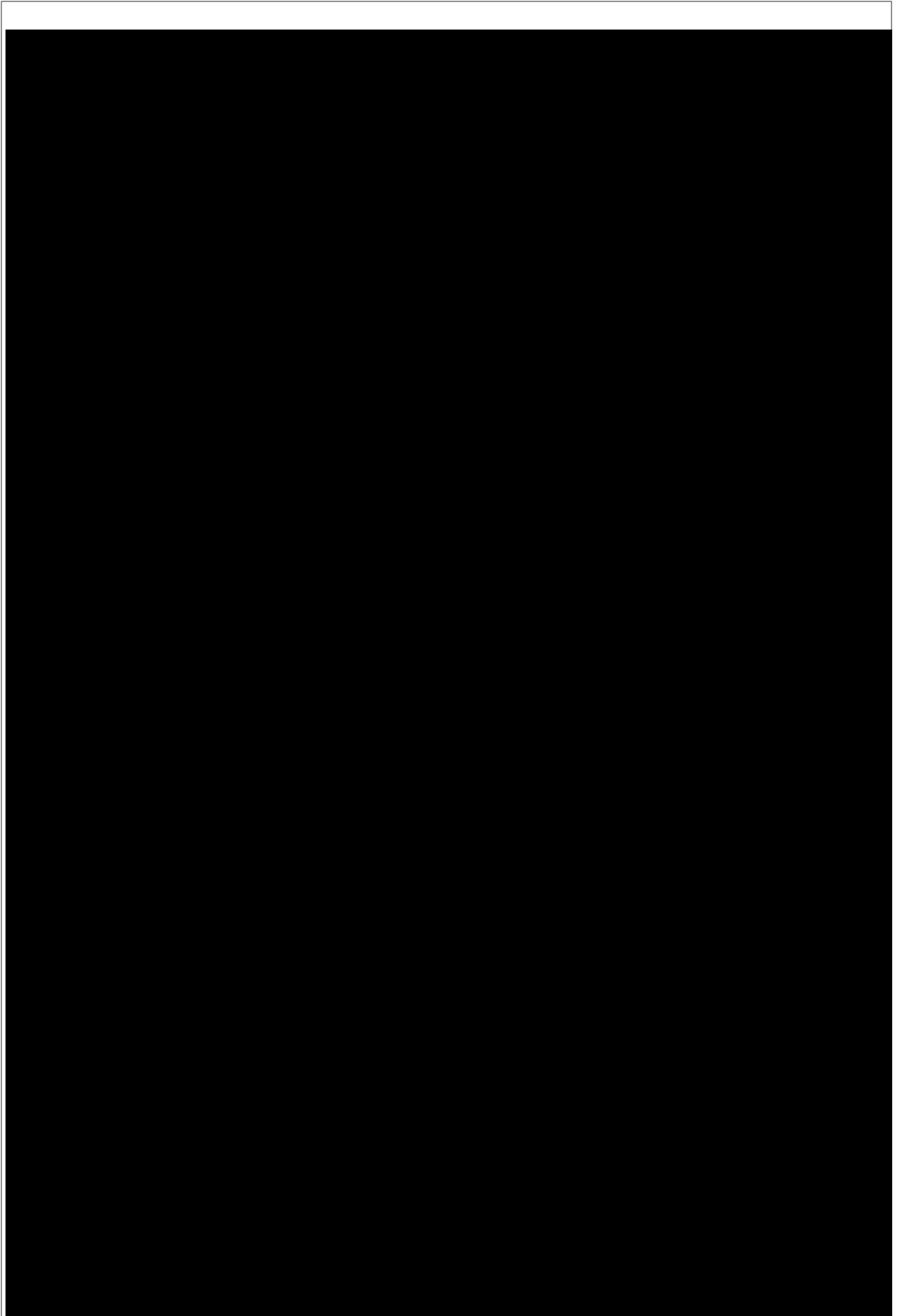
2 Q. This will be Exhibit 7.

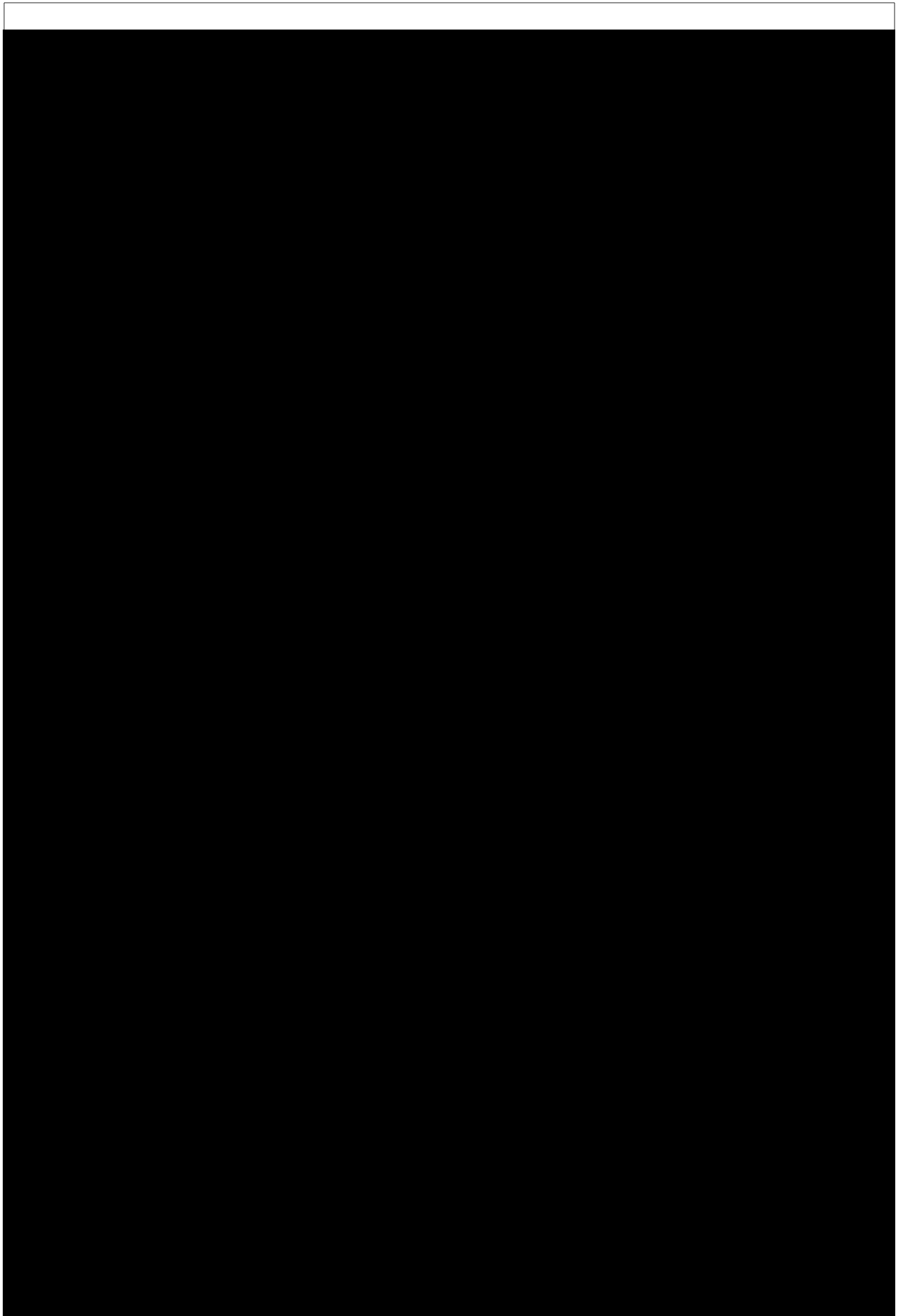
3 MS. KOSKI: This is another double-sided
4 exhibit.

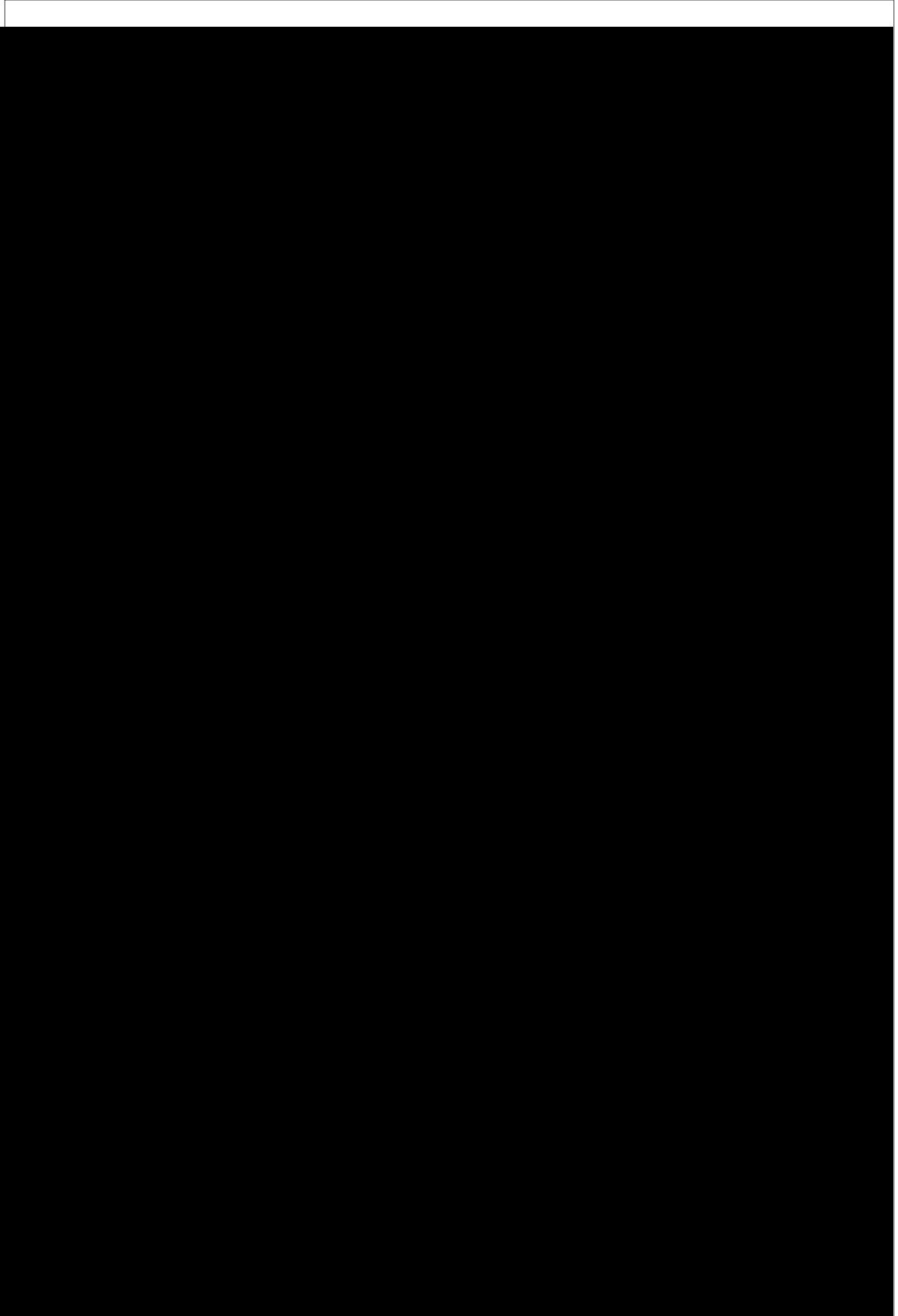
5 BY MS. RELKIN:

6 Q. So, Ms. Williams, what we've marked as
7 Exhibit 7 is another document produced from your
8 files stamped 629163, and it -- as counsel
9 indicated, it is double-sided. It's an e-mail chain
10 start with a forward of an e-mail.











7 Q. Do you recall ever having an issue with
8 Barry Koran about his approach to CII sales?

9 A. No, I do not recall.

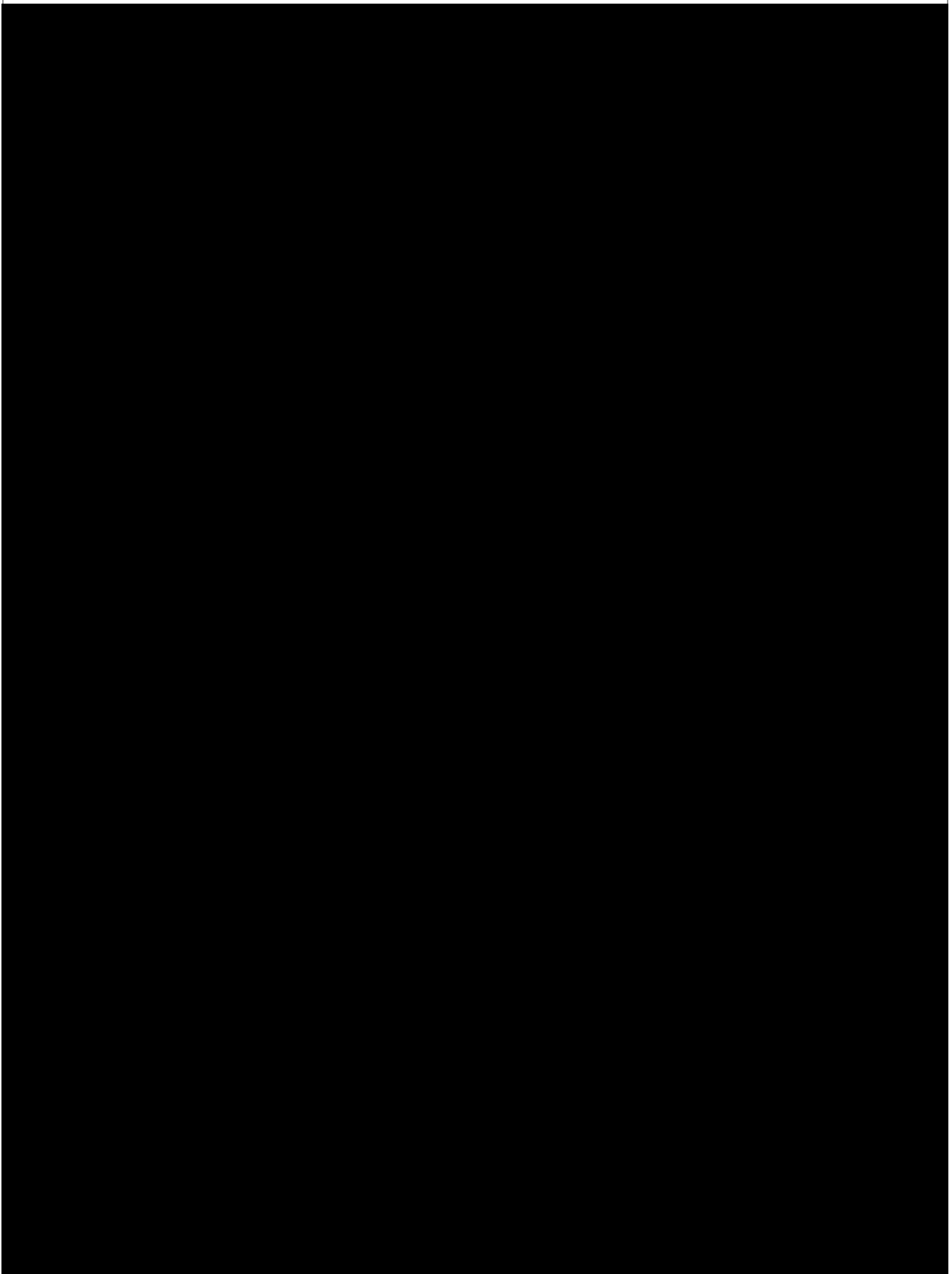
10 Q. Any other problem with Barry Koran?

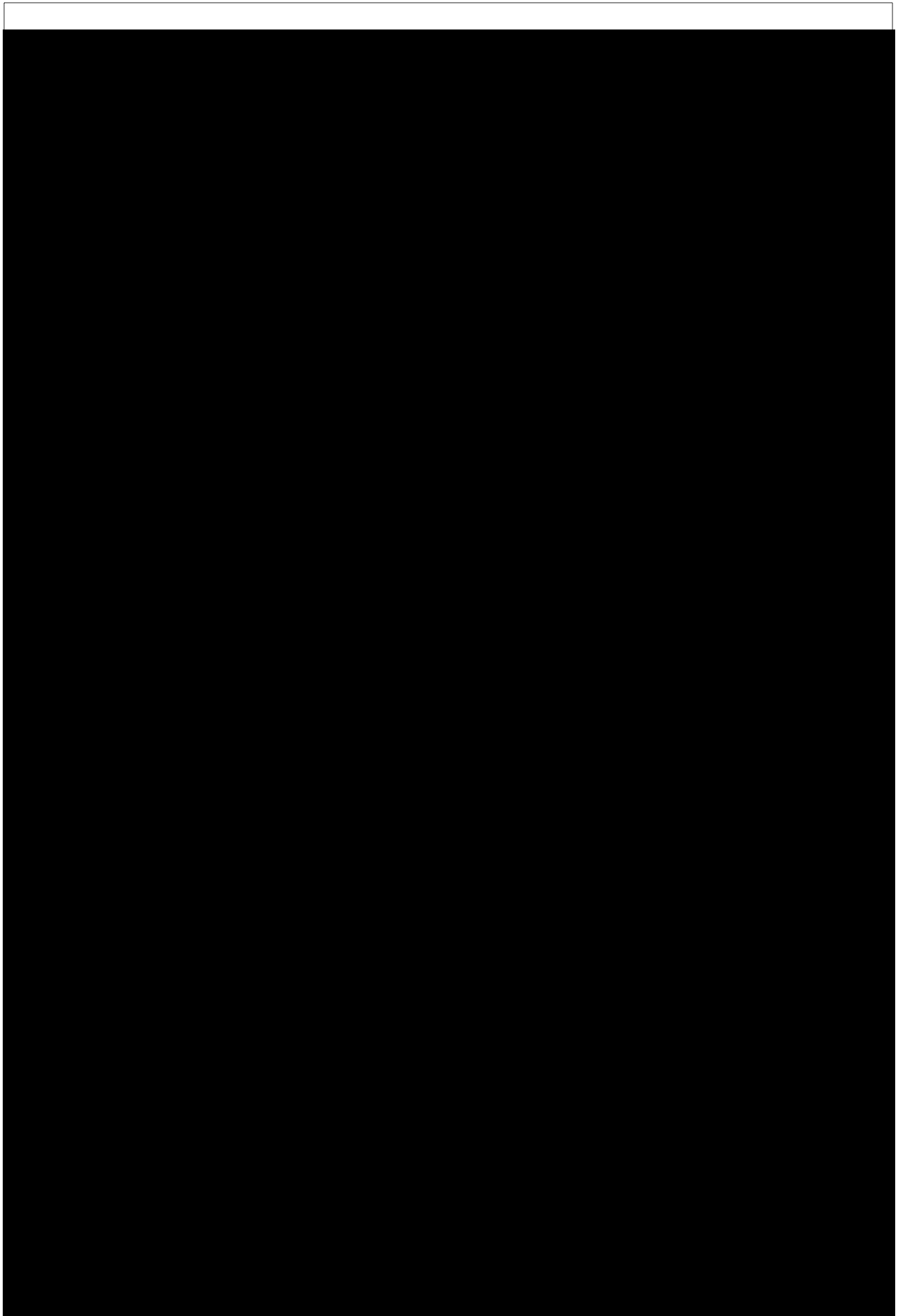
11 A. I had other issues with Barry Koran. I
12 loved him, but we had a love/hate relationship. I
13 wanted him on the phone more than what he was, and
14 he tended to want to do his own thing.

15 But in terms of trying to sell, he always
16 was selling to people who had the ability and had
17 the limit in place to be able to promote the item.
18 Whether the customer was buying from us or not, that
19 limit was in place. It was assigned by compliance,
20 and that was our role. Our role was to sell, and
21 CIIs were not off the table.

22 They, again -- he had -- certain customers
23 had -- certain sales reps had certain customers that
24 were buying their CIIs from a lot of other sources,
25 and our job was to try to get incremental sales.

1 And if we could do it through generic sales, brand
2 sales, CII sales, that was a sales rep's job.





19 Q. Even though your job and your department's
20 job was to sell product, with regard to the CII
21 sales, isn't it fair to state your job was also to
22 look for suspicious orders?

23 MS. KOSKI: Object to form; mischaracterizes
24 her testimony.

25 A. To look for suspicious orders? That was

1 primarily a compliance function because they
2 reviewed all the CII orders that went out before
3 they were shipped.

4 Q. Right. But we've talked about, know your
5 customer?

6 A. Correct.

7 Q. And that involved the sales force as well?

8 A. Correct. And if we -- if we saw something
9 or the sales reps were supposed to bring it to our
10 attention if they noticed something. Again, that
11 was an education process. It was happening over
12 time, 2008, 2009, 2010, we started seeing a
13 turnaround in how they were absorbing the
14 information and that became less of a question.

15 Q. What became less of a question?

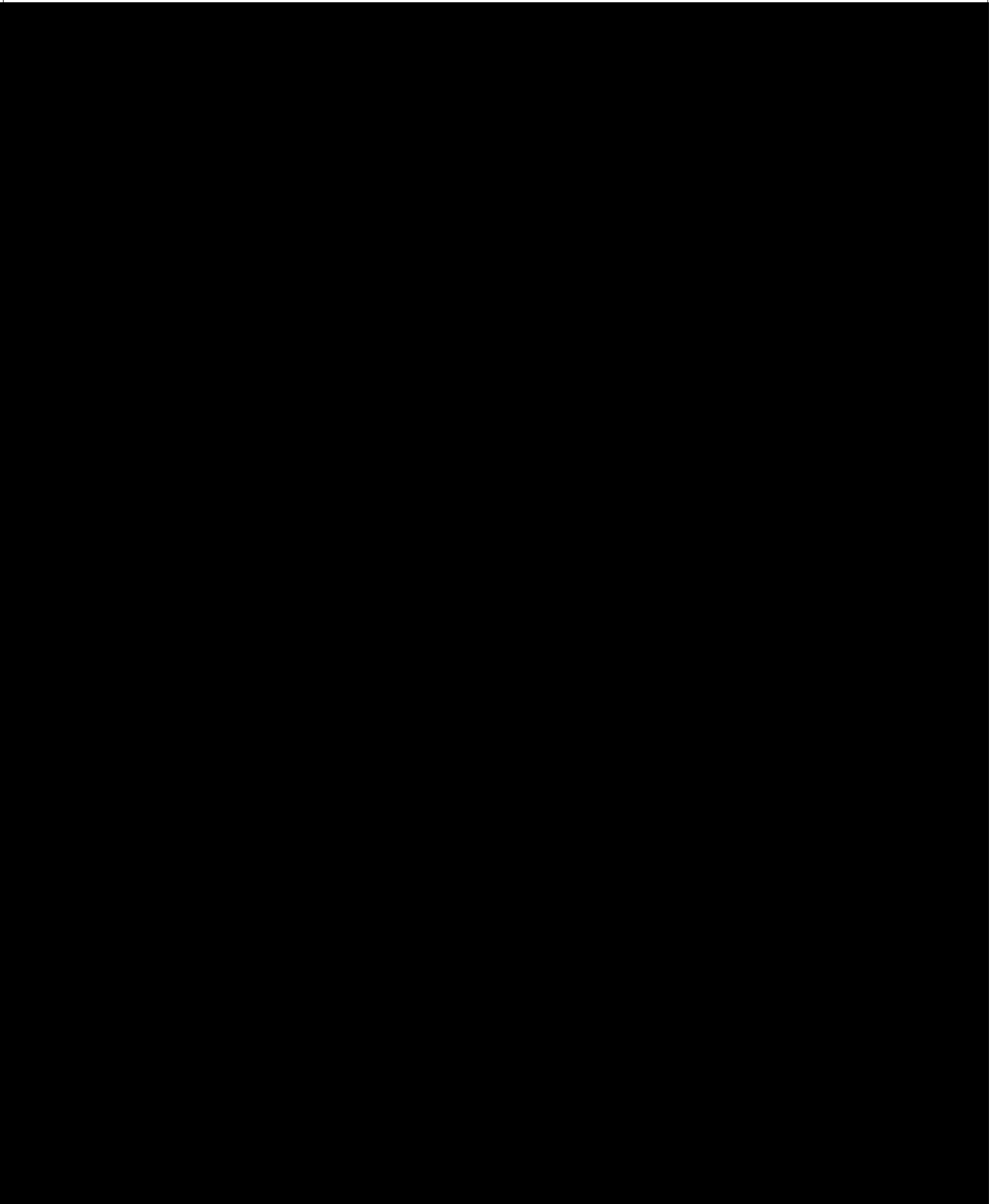
16 A. What I mean less of a question, I mean less
17 of a reason for -- how could I -- I need to reword
18 that.

19 There were less instances of the sales reps
20 not diving into an issue, meaning if they saw
21 something like this, that they would start bringing
22 it to the attention of their manager.

23 Q. You're saying over time --

24 A. They were getting better and better at it.
25 At first it was, you know, it was a hit, it was a

1 hit to them if somebody was taken off of controls
2 and we continued to educate them about bringing
3 these things to our attention, letting us know if
4 there is something suspicious going on.



5 Q. Okay. And in terms of -- you talked about
6 the evolving nature over time of there's a greater
7 awareness of the opioid epidemic over the years. Is
8 it fair to state that in 2010 the culture was such
9 that as far as you know, there was no concern or
10 uproar over a seasoned sales rep saying he always
11 pushes oxy?

12 A. Not at that time.

13 Q. Okay. Would you say that in later years
14 there would have been an uproar with that mentality?

15 MS. KOSKI: Object to form.

16 Q. Is that a yes?

17 MS. KOSKI: I just objected to form. You
18 can answer.

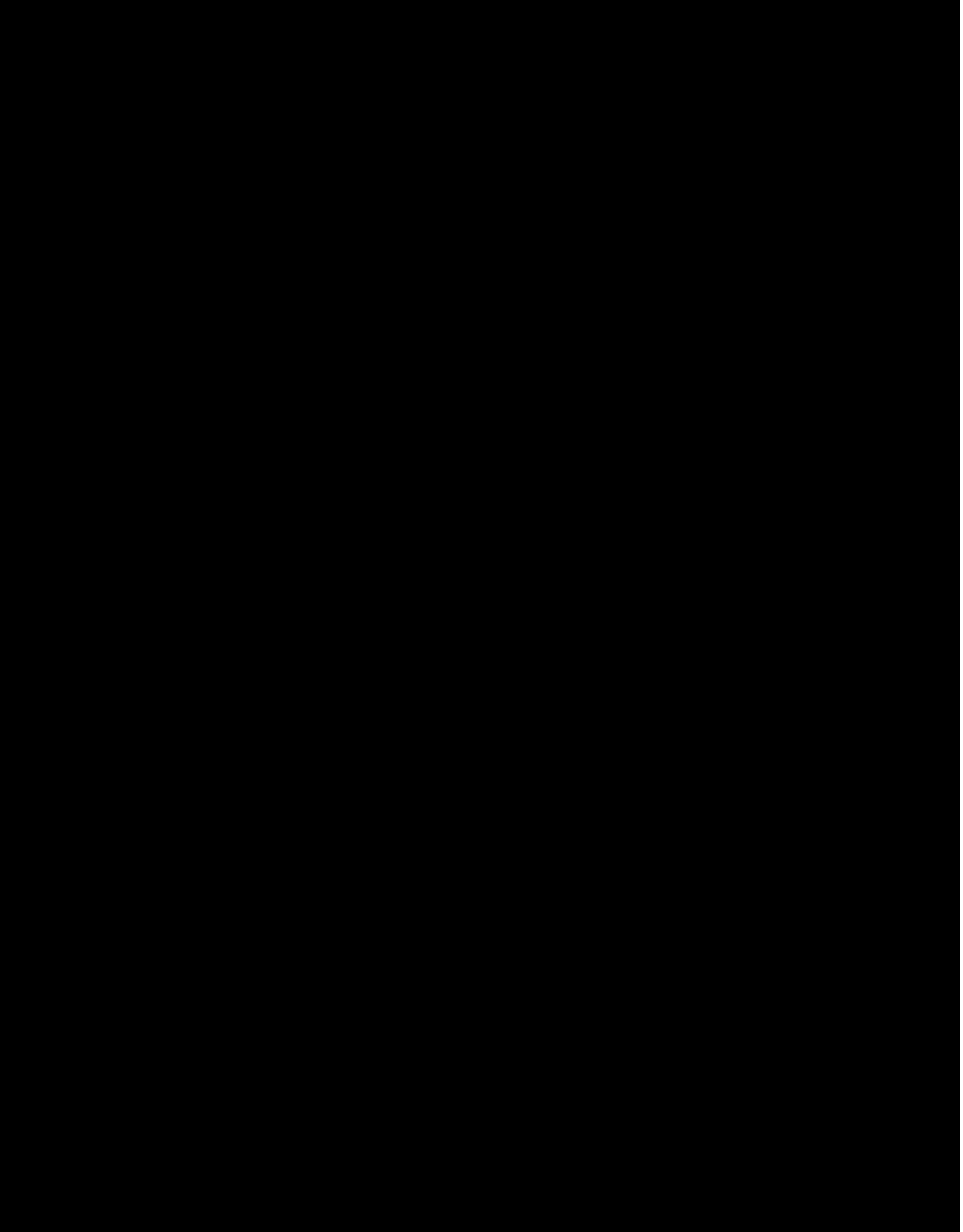
19 A. Yes.

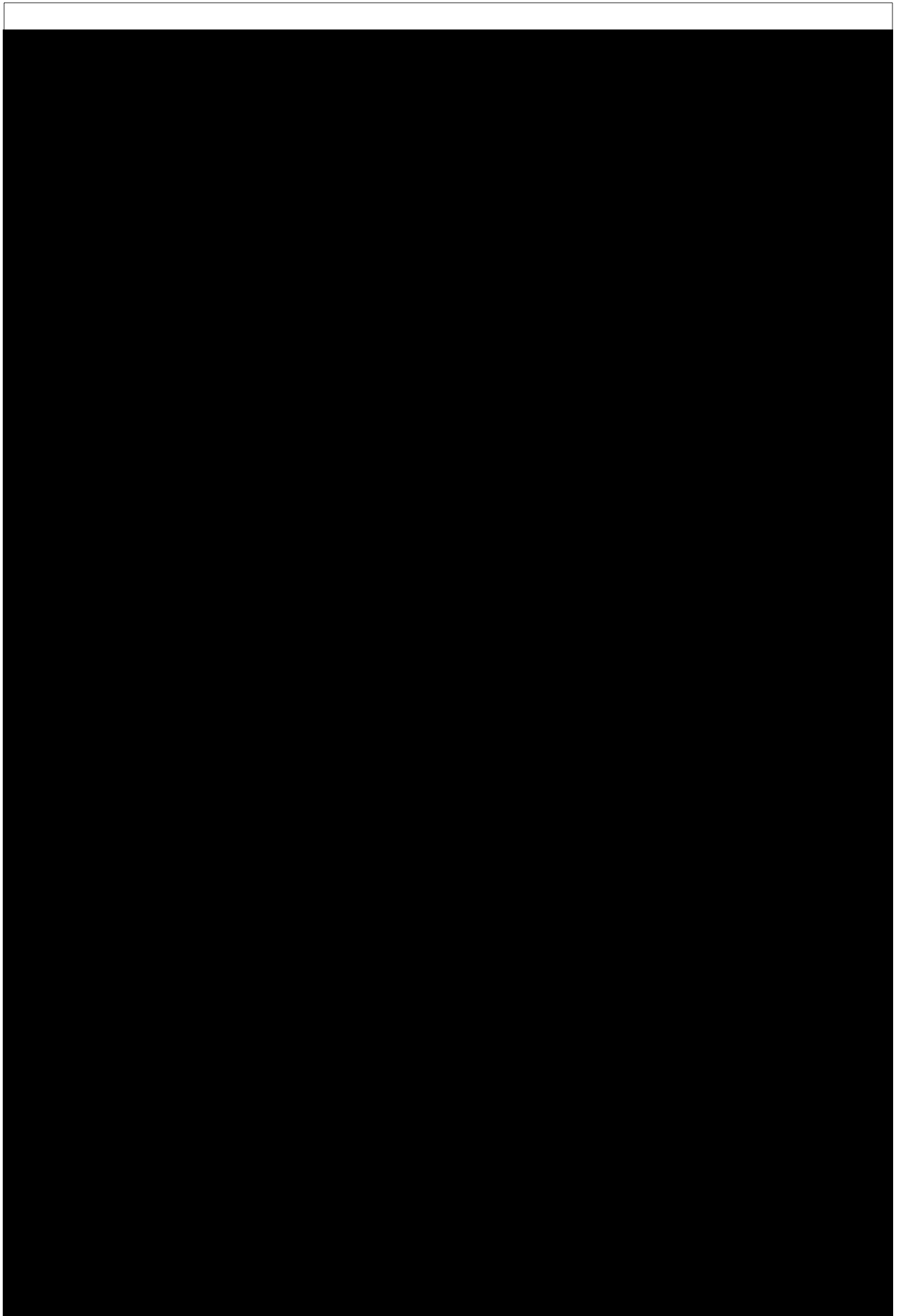
20 (Anda-Williams Exhibit 8 was marked for
21 identification.)

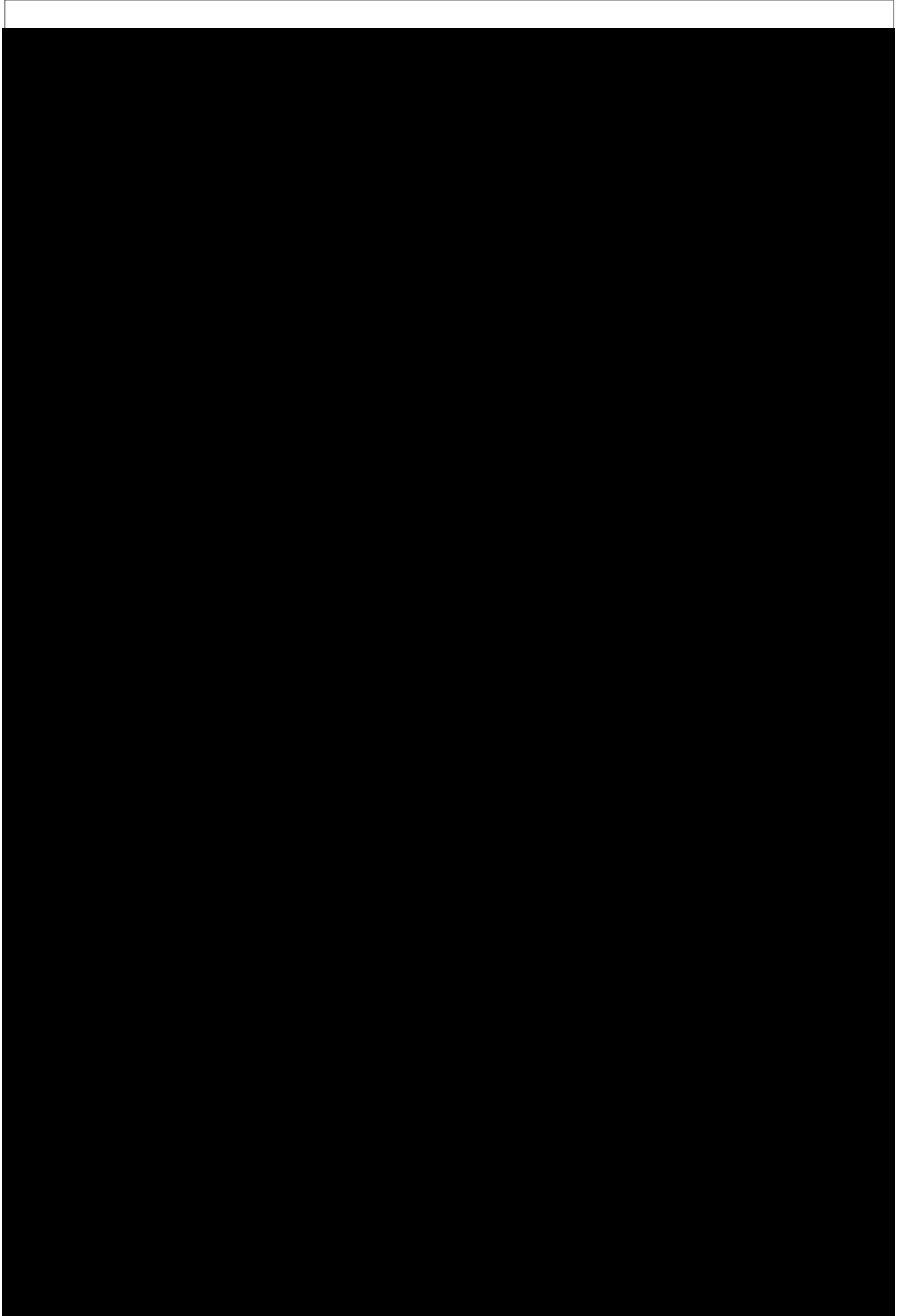
22 BY MS. RELKIN:

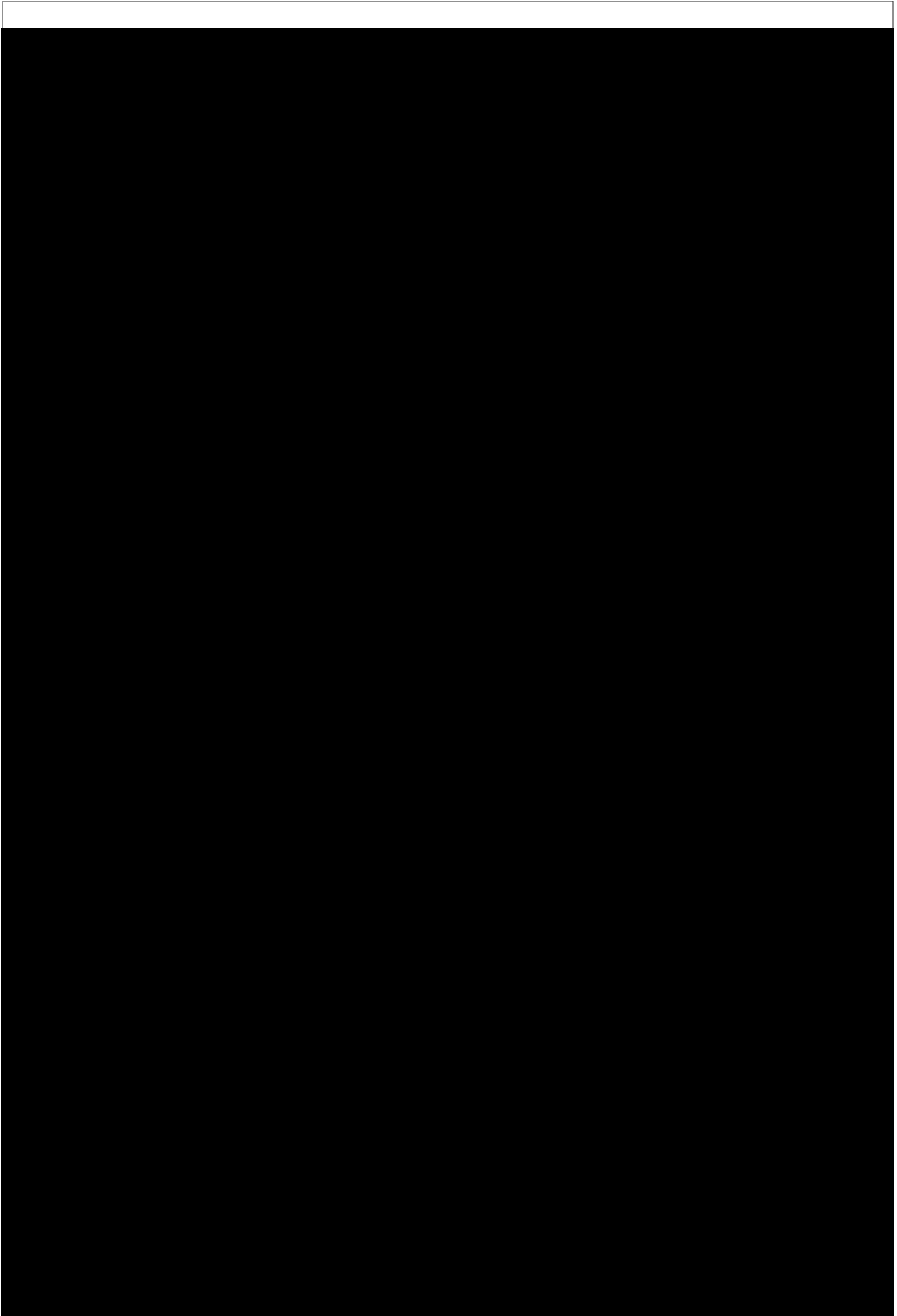
23 Q. I've just marked as Exhibit 8 a document
24 numbered 630034, which is an e-mail -- well, it's a
25 series of e-mails and I'm going to primarily focus

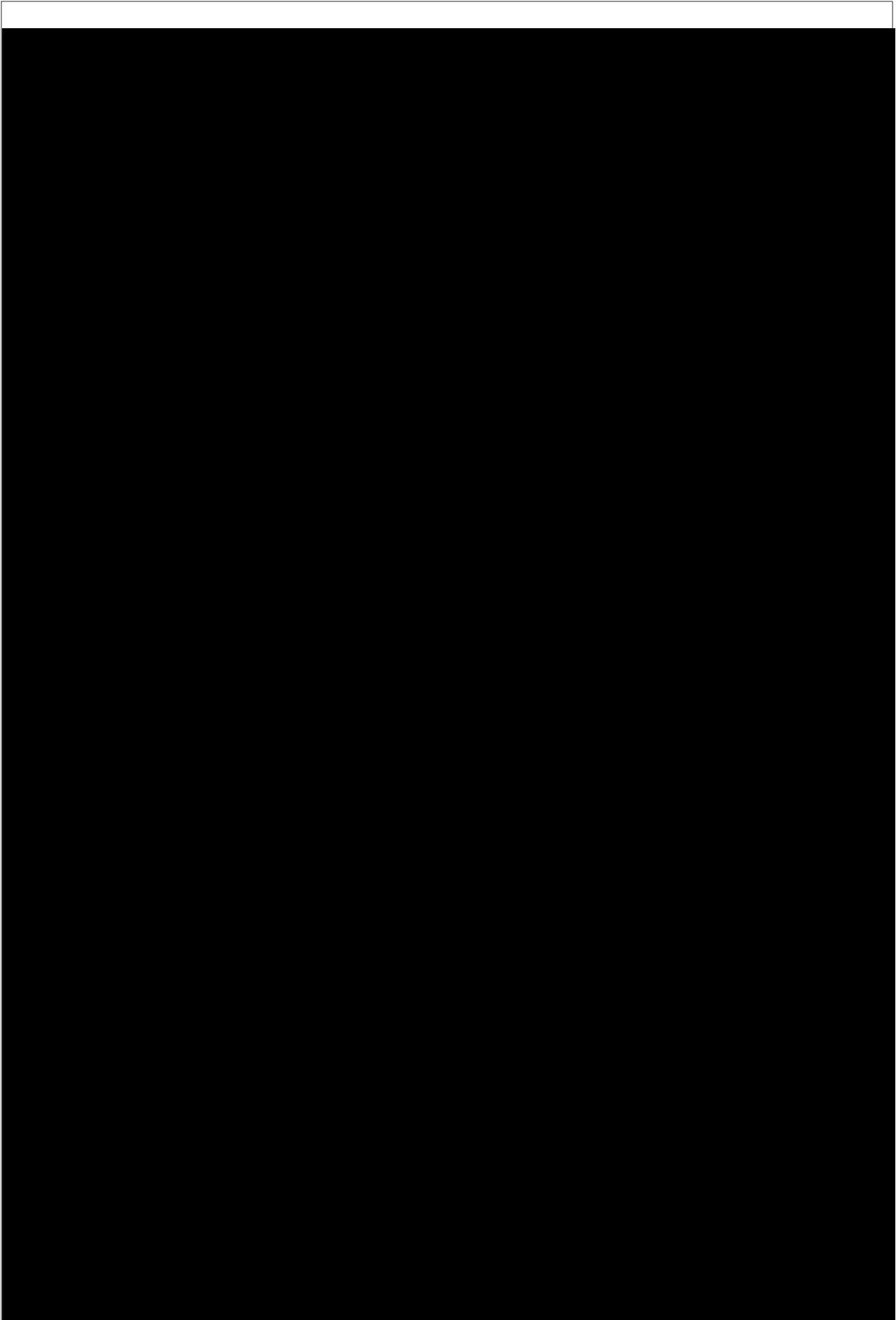
1 on the e-mail from you, which is in the front of the
2 document, the first page of the document -- take it
3 back, it's not from you. It's to you. Strike that.













17 Q. Right. Okay. Thank you.

18 MS. KOSKI: You still good? Everyone good?

19 MS. RELKIN: Yeah. Is everyone good? I

20 think we should just go straight through 12:30,

21 unless someone needs a break then this is a good

22 time.

23 MS. KOSKI: So I did get a note that the

24 lunch will be here in a minute but it will wait

25 for us, so it's better for it to be here when you

1 want a break --

2 MS. RELKIN: Yeah, right.

3 MS. KOSKI: -- rather than it be late.

4 MS. RELKIN: Right. So when you get the
5 note it's here, you can let me know.

6 MS. KOSKI: I did. It's here but you go to
7 whenever --

8 MS. RELKIN: Oh, okay.

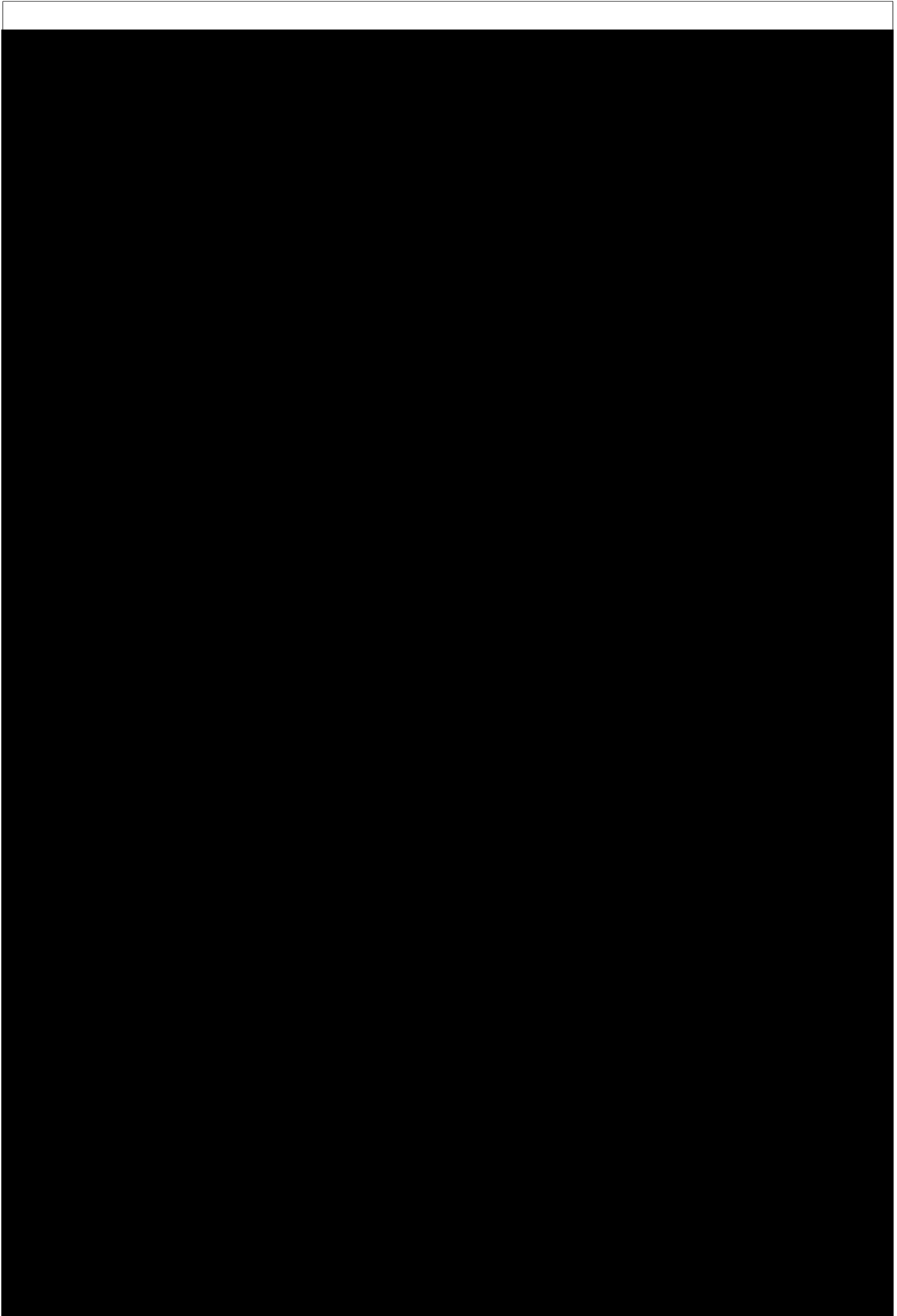
9 MS. KOSKI: Whenever you feel comfortable,
10 the lunch will be here.

11 MS. RELKIN: Okay.

12 (Anda-Williams Exhibit 9 was marked for
13 identification.)

14 BY MS. RELKIN:





15 Q. And what is Remedy?

16 A. Remedy was a call management system, but it
17 had many, many different uses. It not only provided
18 the platform for keeping the agents on call
19 schedule, it gave the sales reps the ability to set
20 the call for a certain time. Just a little bit of
21 additional education, the pharmacies that we called
22 on, typically, had time frames that they wanted --
23 that they requested to be called at. I might want
24 to be called at 11:00 o'clock in the morning, I
25 might want to be called at 6:00 o'clock in the

1 evening. Because they would accumulate orders at
2 their pharmacy all day long. And so some pharmacies
3 would only want to be called once, some were twice,
4 sometimes were more than that, and that allowed them
5 to be able to then call that order in to their sales
6 rep.

7 So Remedy was able to be set up that allowed
8 the sells reps to schedule those calls at
9 appropriate times and then there was a list of all
10 the calls and all the times that they had scheduled.
11 So that it helped to keep them on track and moving
12 from one call to the next and they were encouraged
13 to make sure that their Remedy was full, so they had
14 a full day of calling so that they were productively
15 occupied throughout the day.

16 Q. So it's basically a calendaring system for
17 the sales reps?

18 A. It's kind of like that, correct, and it
19 served other functions down the road, we expanded
20 it. It had a lot of functionality. Most call
21 centers do utilize a call management system of some
22 kind and this was the solution that we used at Anda.

23 Q. Do you know when those documents are
24 retained, the Remedy system?

25 A. I believe so.

12 Q. But when you answered the question, you
13 understood what you were looking at, correct?

14 A. Yes, I did.

15 Q. Okay. Thank you.

16 (Anda-Williams Exhibit 10 was marked for
17 identification.)

18 MS. KOSKI: We're going to break soon for
19 lunch. Are you okay?

20 THE WITNESS: Sure. I'm fine. I'm fine.

21 BY MS. RELKIN:

22 Q. Yeah, if you need a break, you let me know.

23 MS. KOSKI: Oh, did you not get one?

24 MS. RELKIN: Oh, whoops. My bad.

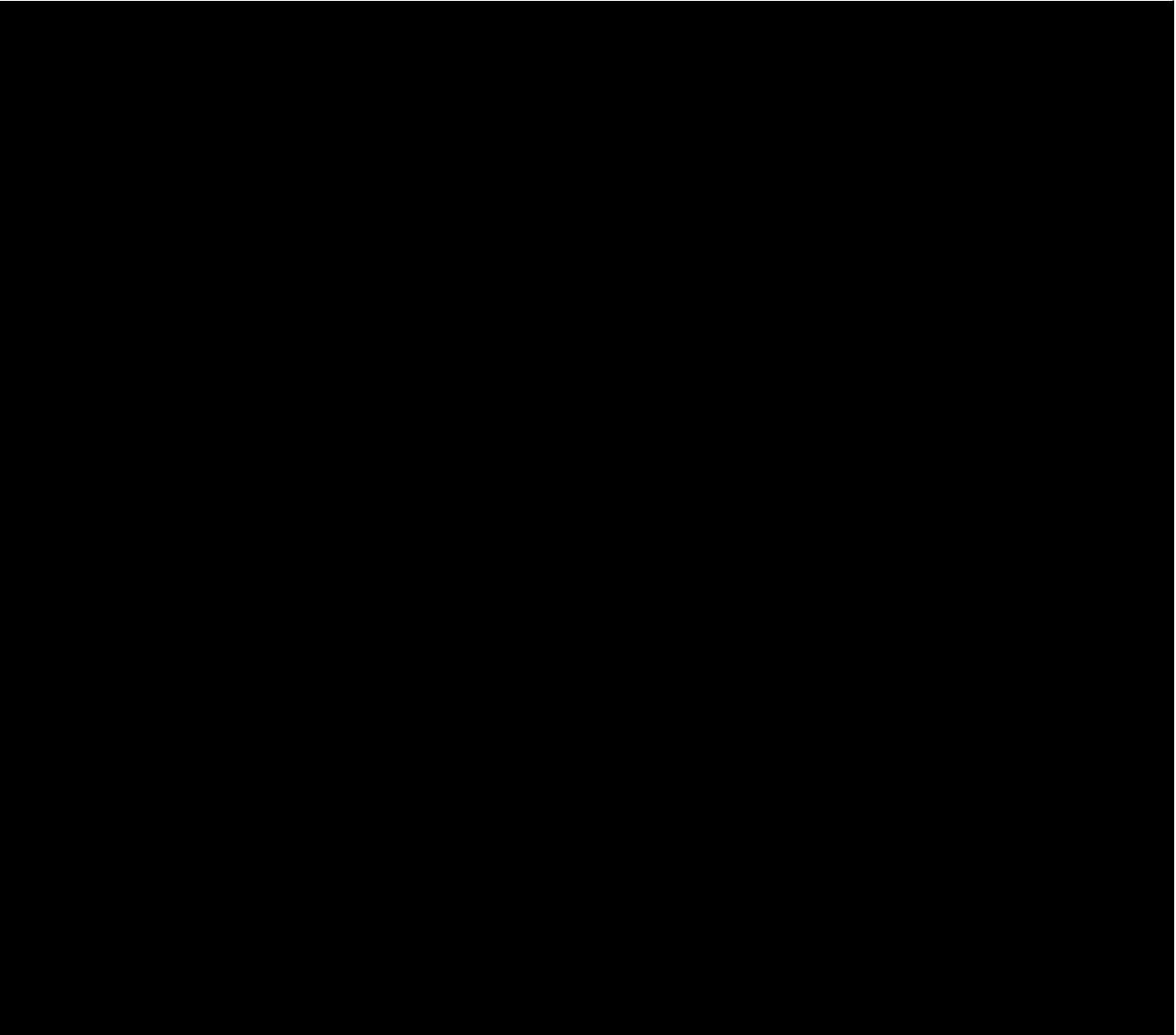
25 MS. KOSKI: I'm usually given the one with

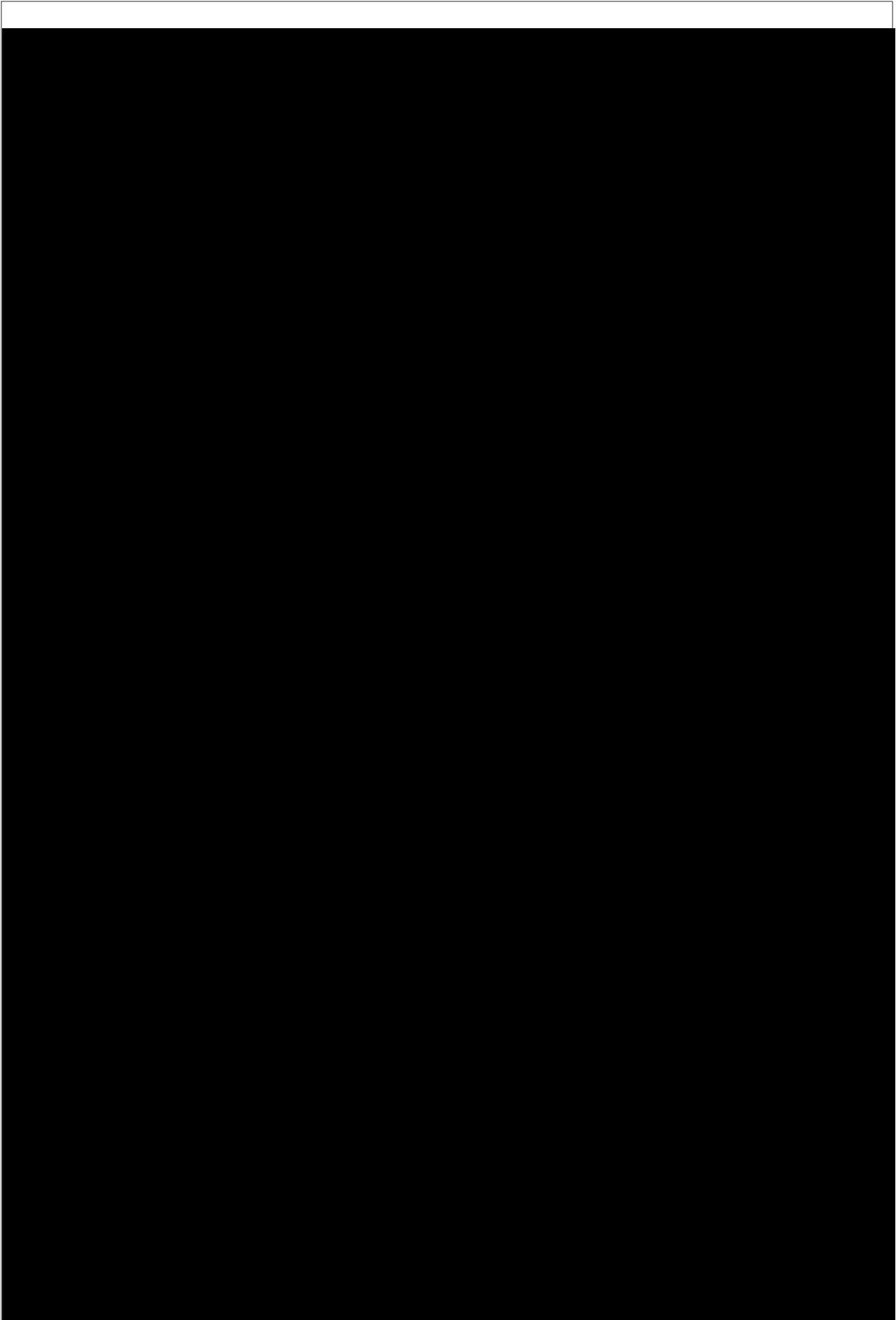
1 the sticker. It's easier to keep track.

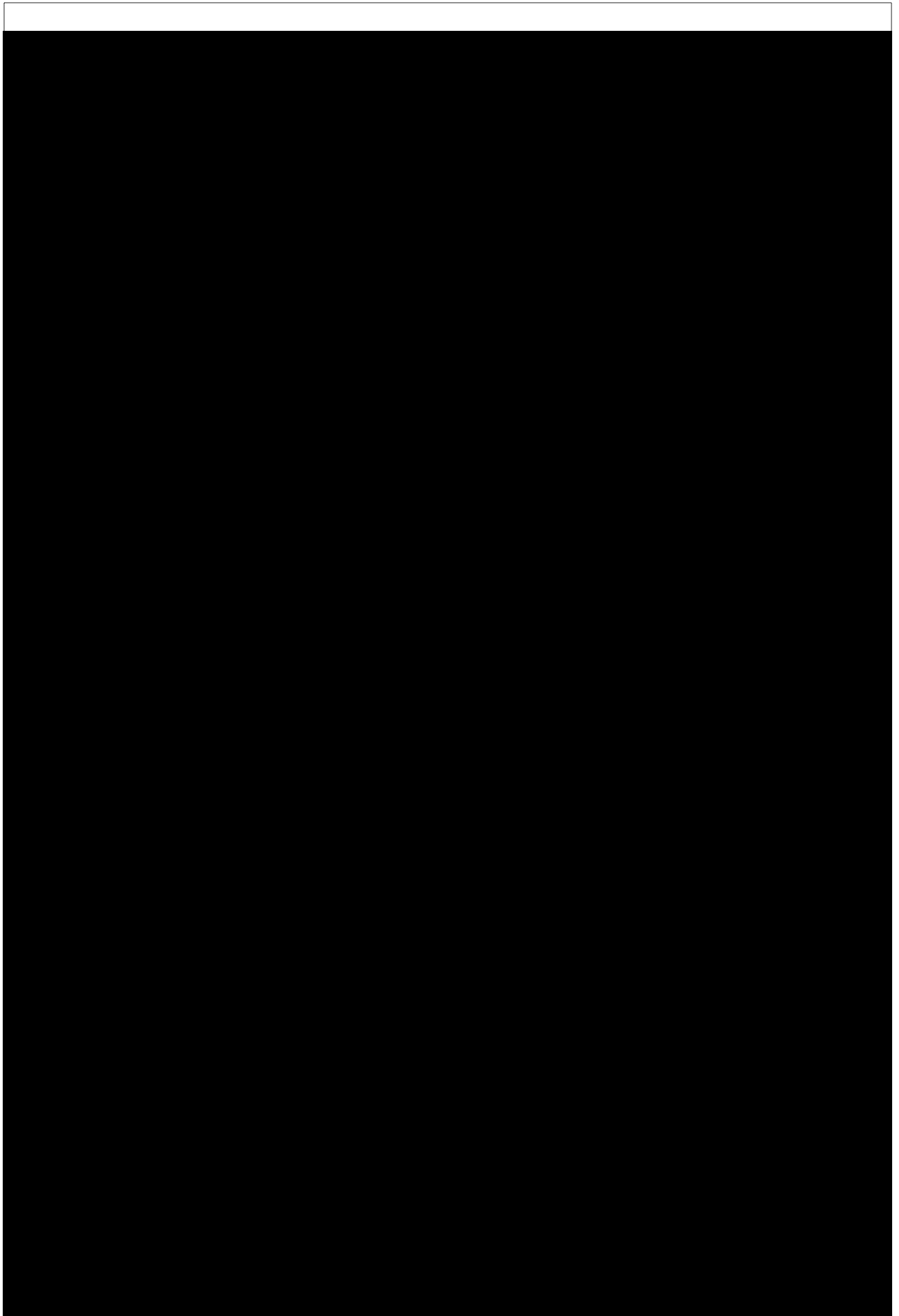
2 MS. RELKIN: Right. Right. The sticker is
3 here.

4 BY MS. RELKIN:

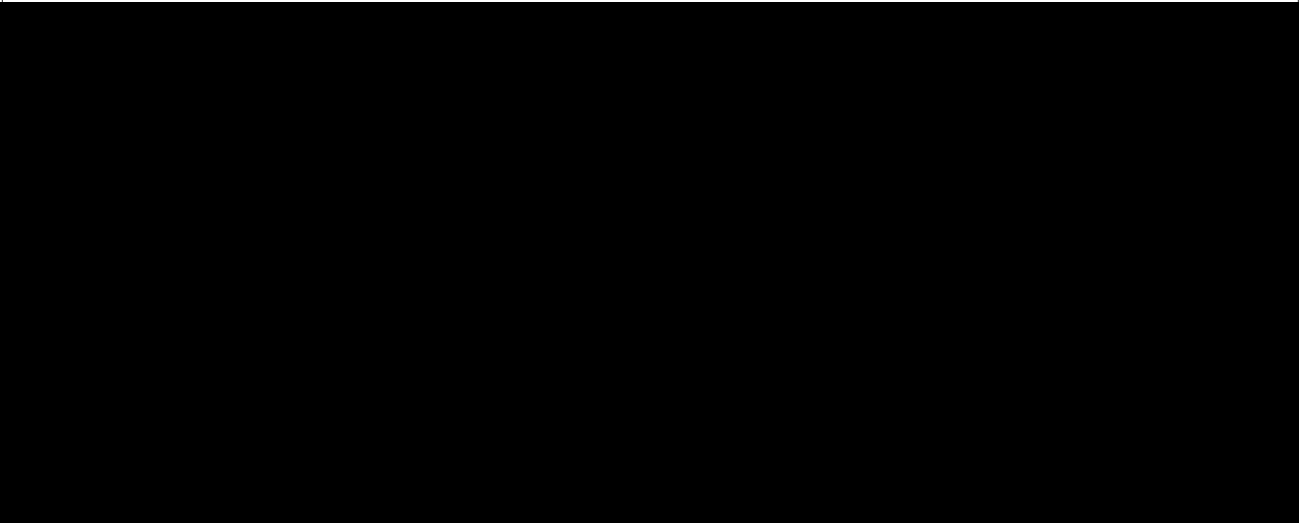
5 Q. Okay. So you take the time you need, but
6 for identification purposes what's marked as
7 Exhibit 10 is document number 635640, and it is
8 several pages again, it's double-sided, it goes
9 through page 645. Much of it is just a large number
10 of e-mail addresses.







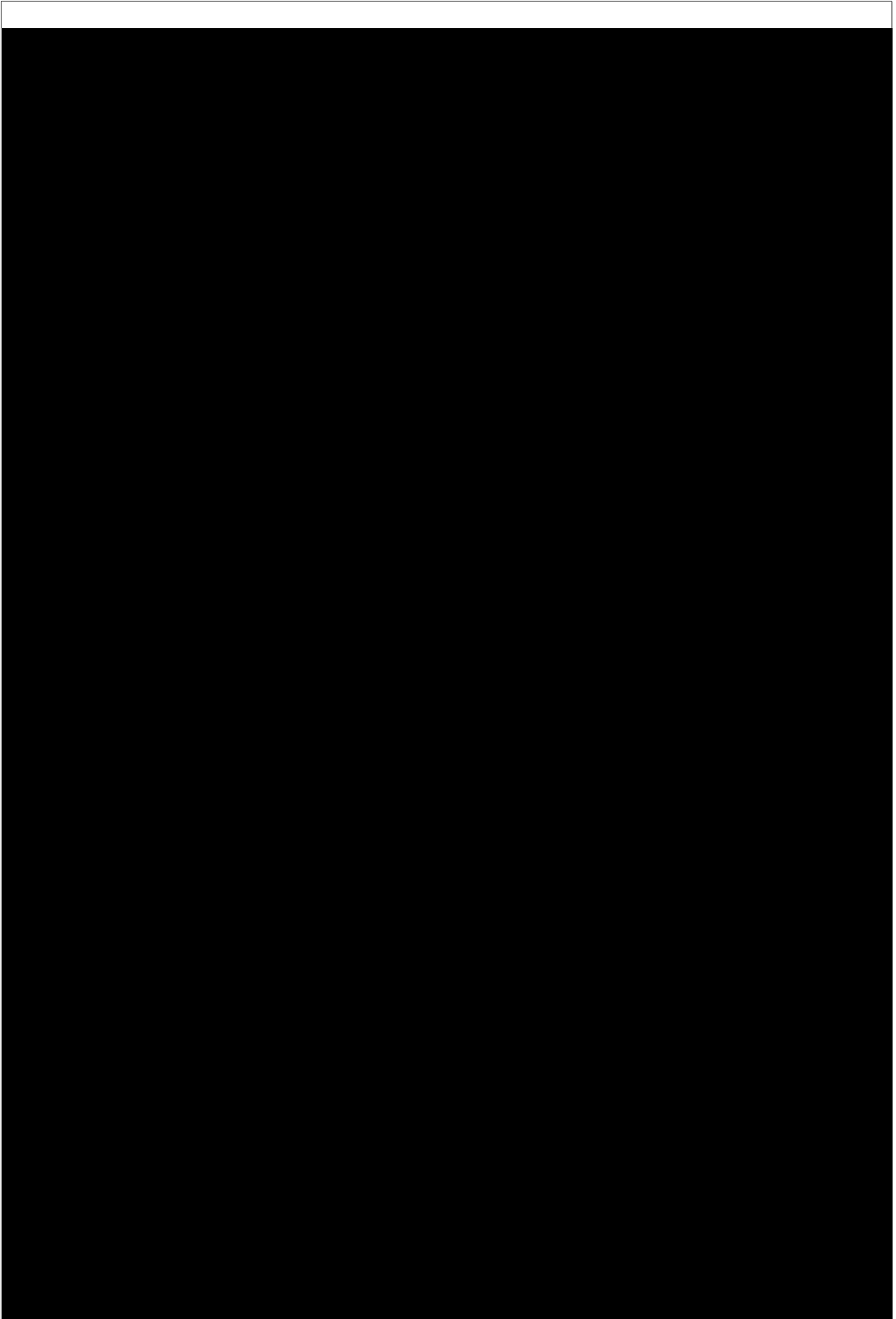
1 getting older folks to utilize the new technology.
2 We had some older pharmacists that just refused to
3 hardly even touch an e-mail or do anything of that
4 nature. So getting them set up on CSOS was unheard
5 of. They liked their paper, they liked to fill out
6 the paper, send it in, have the order fulfilled,
7 sent back to them and that's the way they proceeded.



15 Did I read that accurately?

16 A. Correct.





19 MS. RELKIN: Do you want to break for lunch
20 and then I can keep going or -- consensus -- yes.

21 MS. KOSKI: Looks like maybe.

22 MS. RELKIN: Majority wins.

23 THE VIDEOGRAPHER: Off the record at 12:09.

24 (Recess from 12:09 p.m. until 12:49 p.m.)

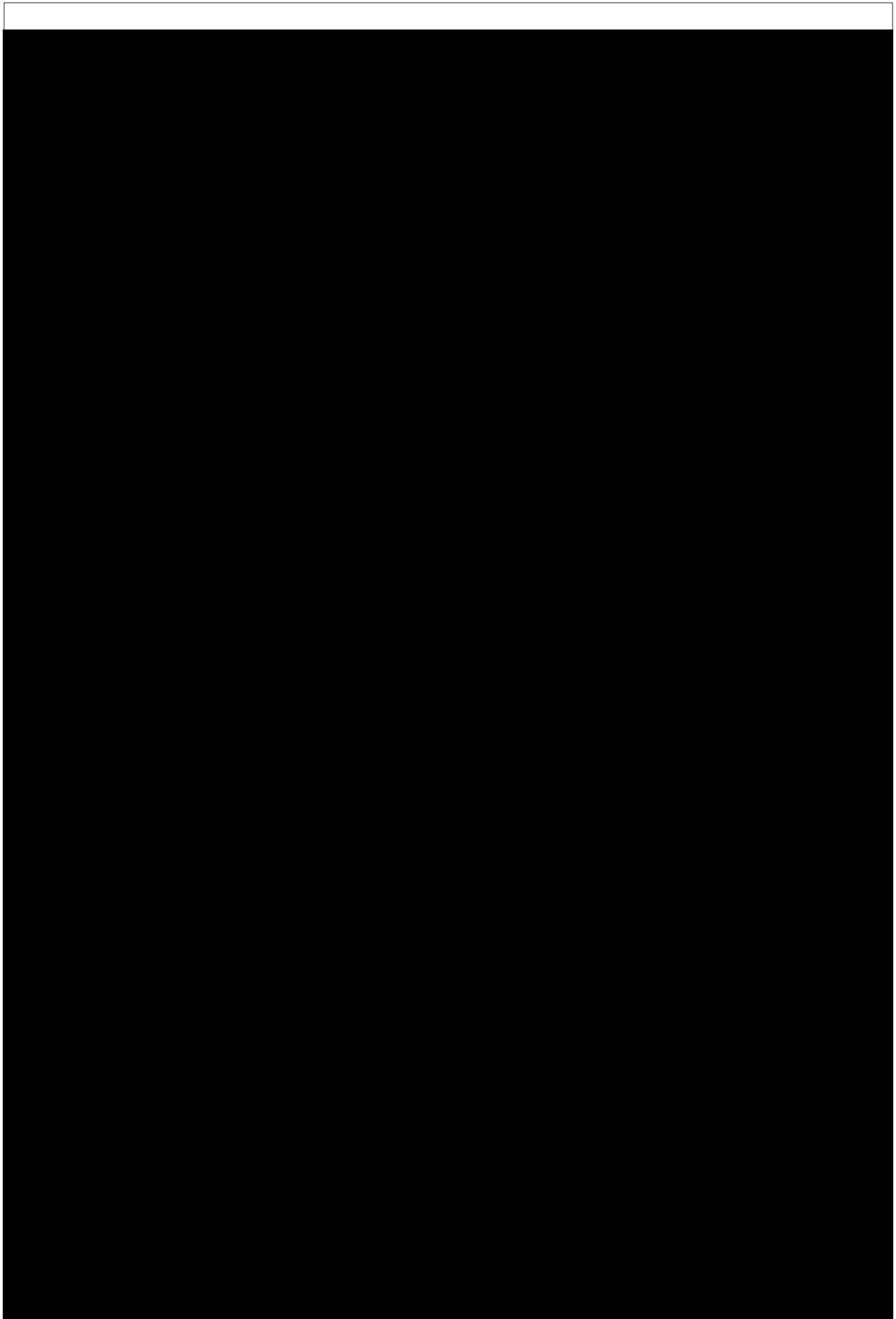
25 THE VIDEOGRAPHER: We're now back on the

1 video record at 12:49. This is the beginning of
2 Media 2.

3 (Anda-Williams Exhibit 11 was marked for
4 identification.)

5 BY MS. RELKIN:





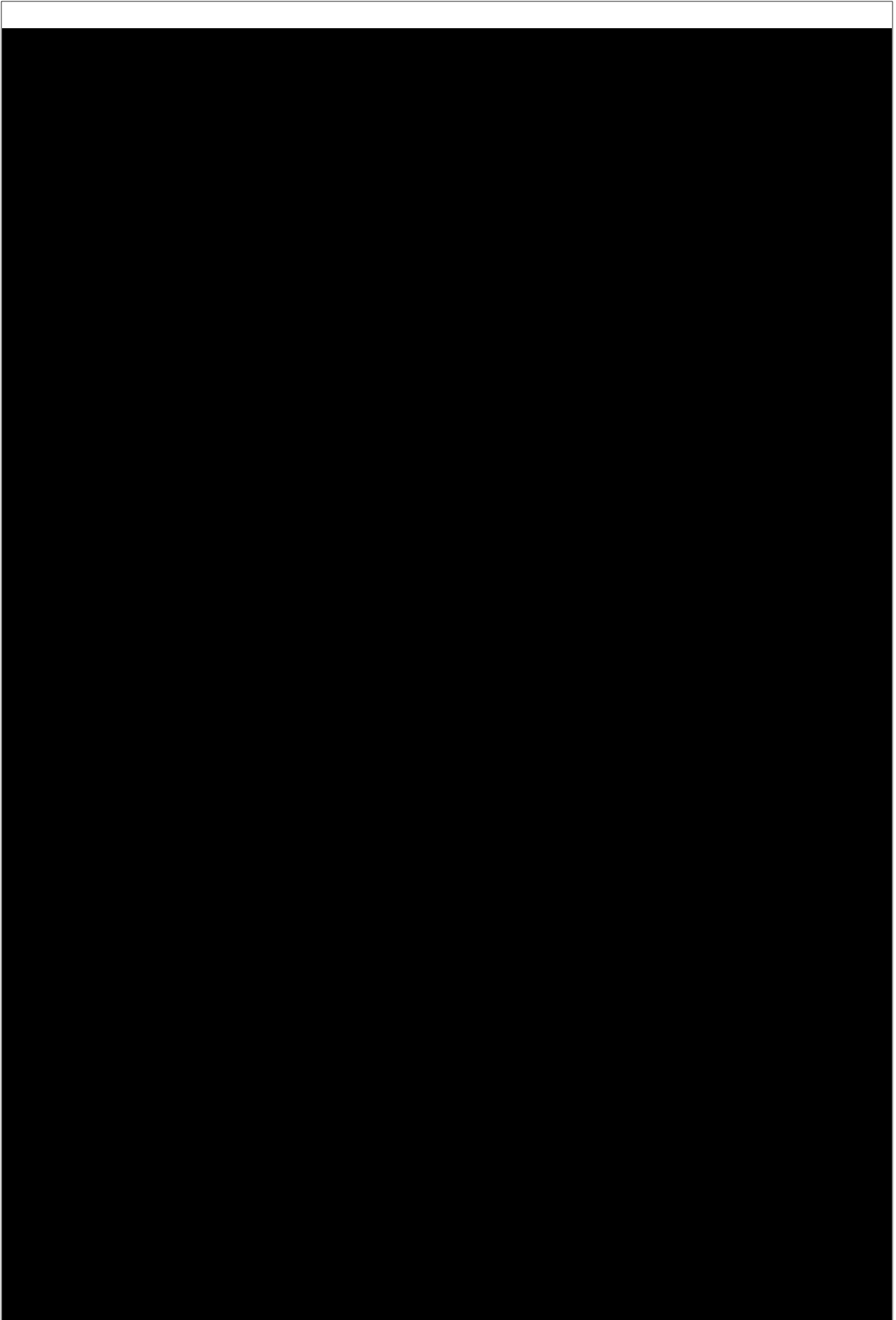
6 Q. Got it.

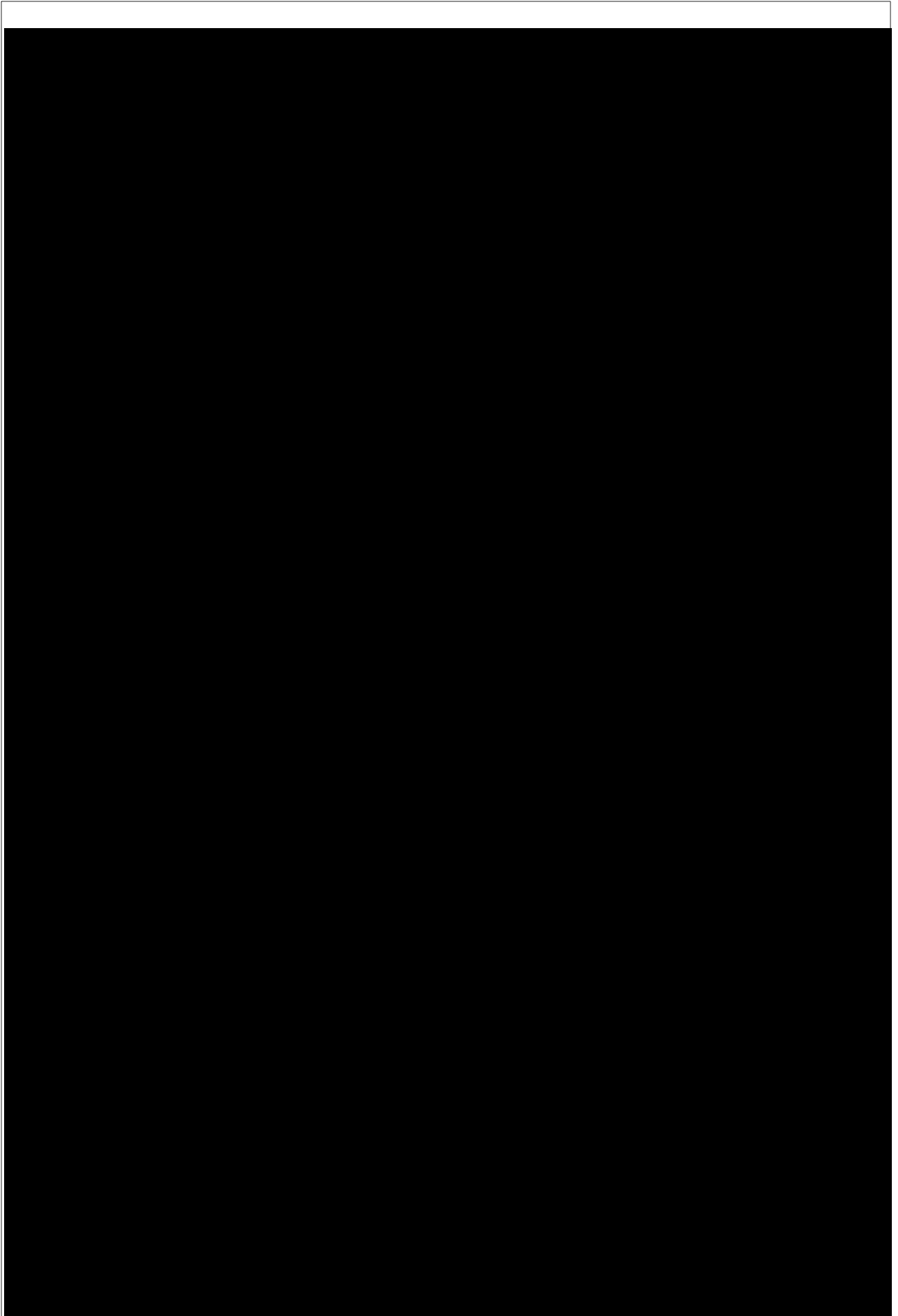
7 (Anda-Williams Exhibit 12 was marked for
8 identification.)

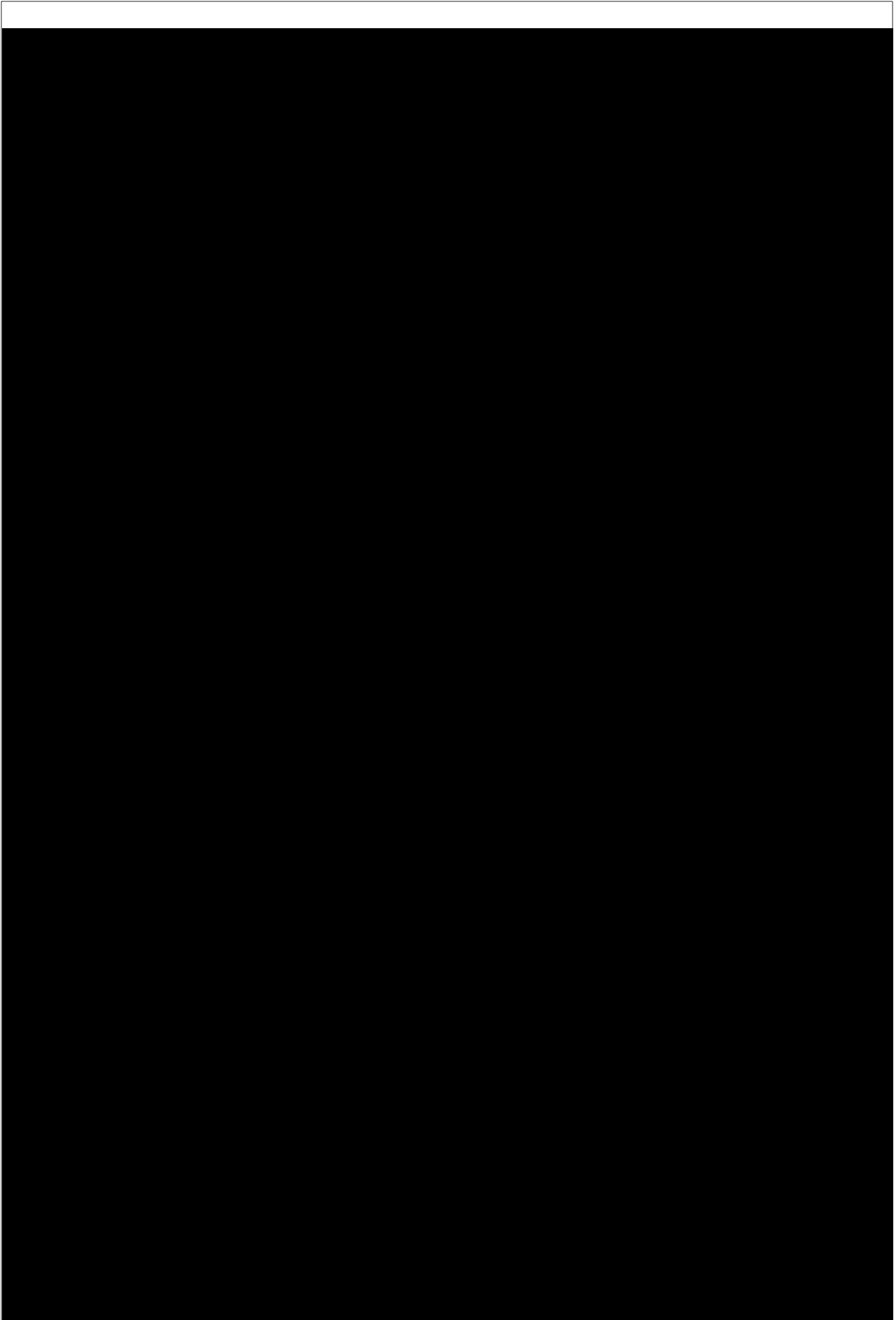
9 BY MS. RELKIN:

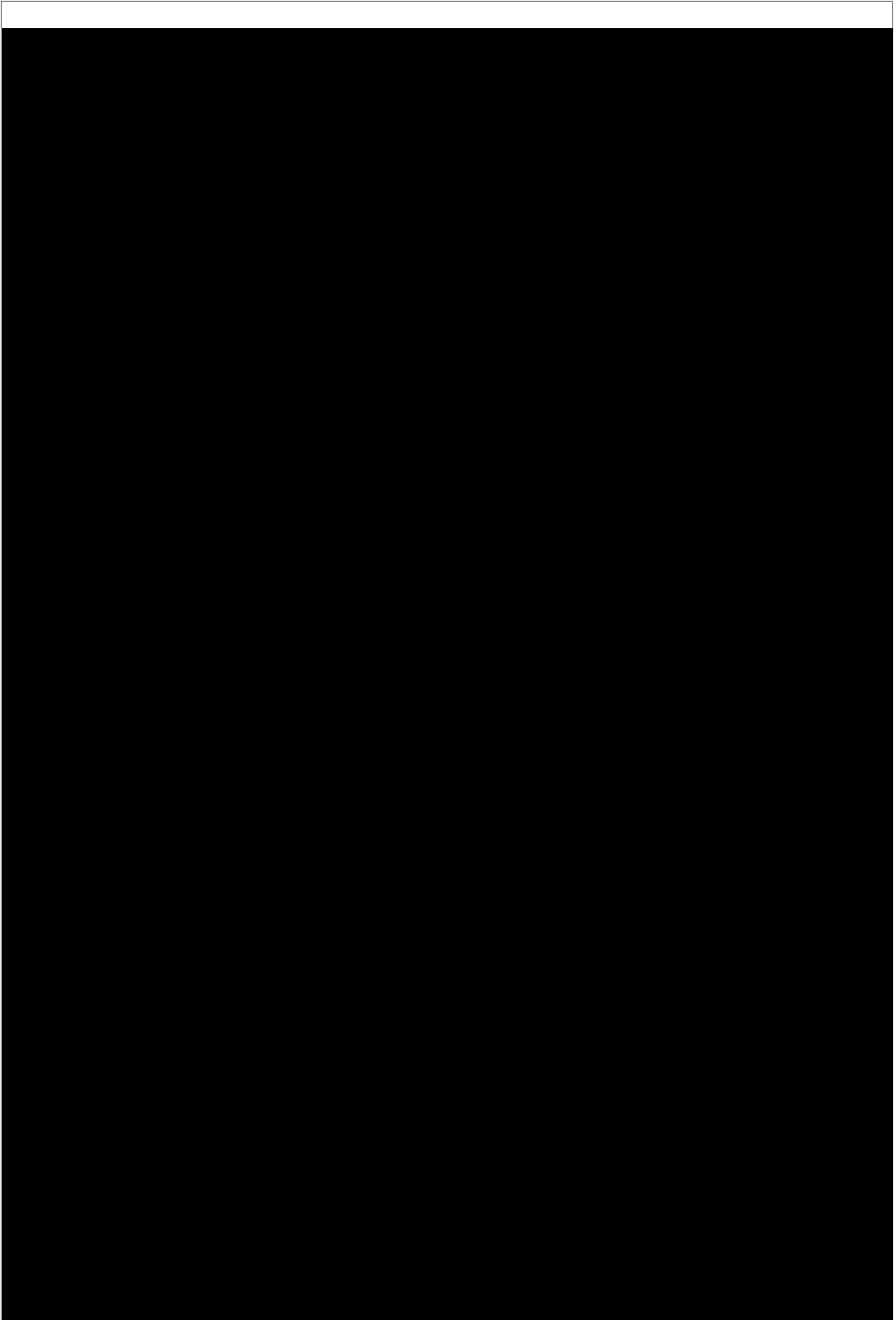
10 Q. I am marking another exhibit as Exhibit 12.
11 Here is a copy, and this is stamped number 634359
12 also from your files and it's a multiple page
13 double-sided document ending in number 634369. And
14 because -- well, the front of it indicates that it's
15 an e-mail from Brian Witte to Marc Falkin and are
16 you a recipient there?

17 A. Yes.









11 Q. Okay. That's it for this exhibit.

12 (Anda-Williams Exhibit 13 was marked for
13 identification.)

14 BY MS. RELKIN:

15 Q. Another exhibit, this is -- is this 13?

16 MS. KOSKI: Stretching exercises just to get
17 the exhibit.

18 Q. We've marked as Exhibit 13, a document from
19 your files numbered 610604, and it goes through,
20 again, double-sided, and it goes through 614 and --

21 MS. KOSKI: This is not the same --

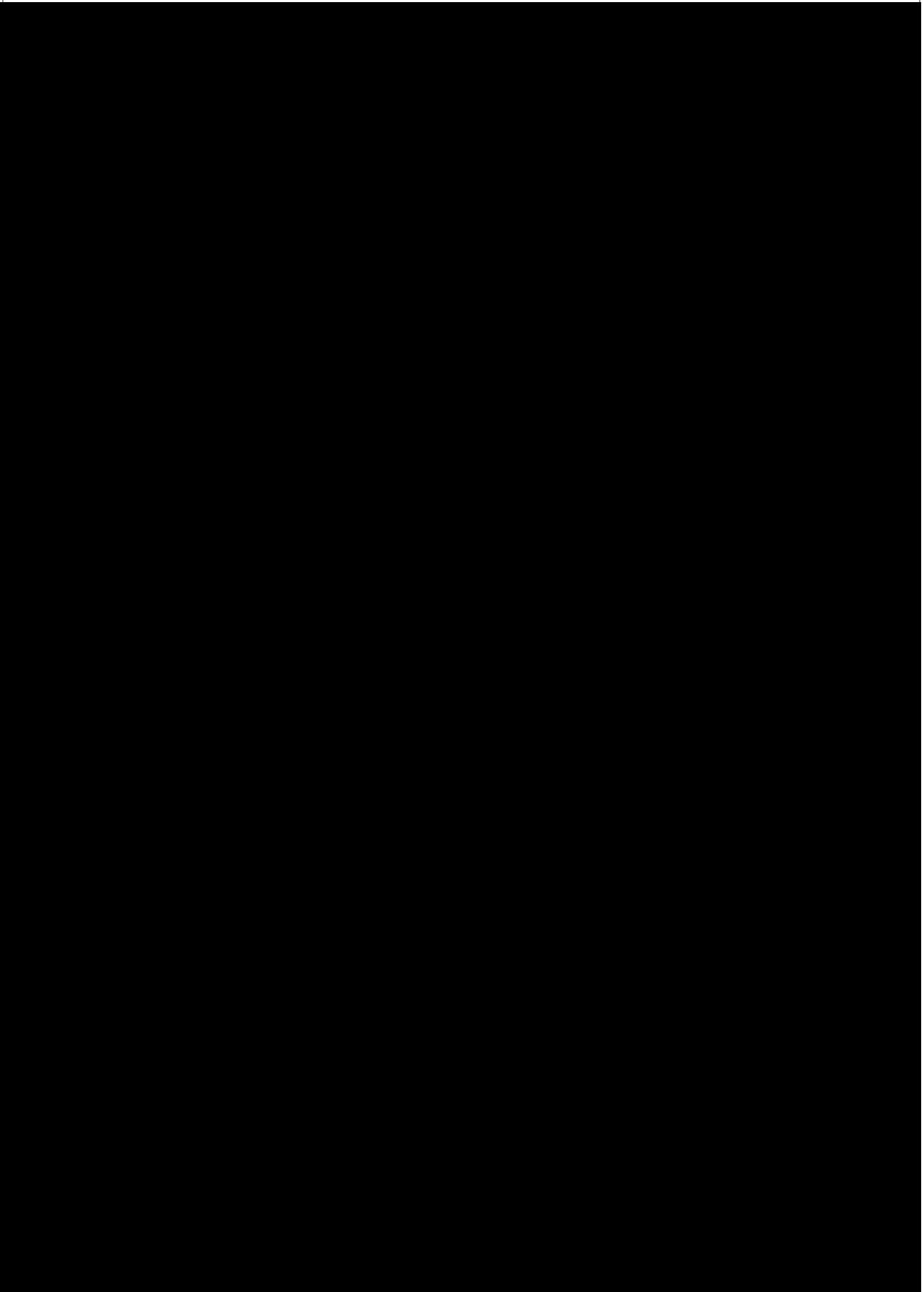
22 A. I think this is related to the same --

23 MS. KOSKI: She can ask you --

24 A. One is from Marc Falkin and one from Brian.

25 MS. KOSKI: It looked similar to us but not

1 identical, different Bates number anyway.



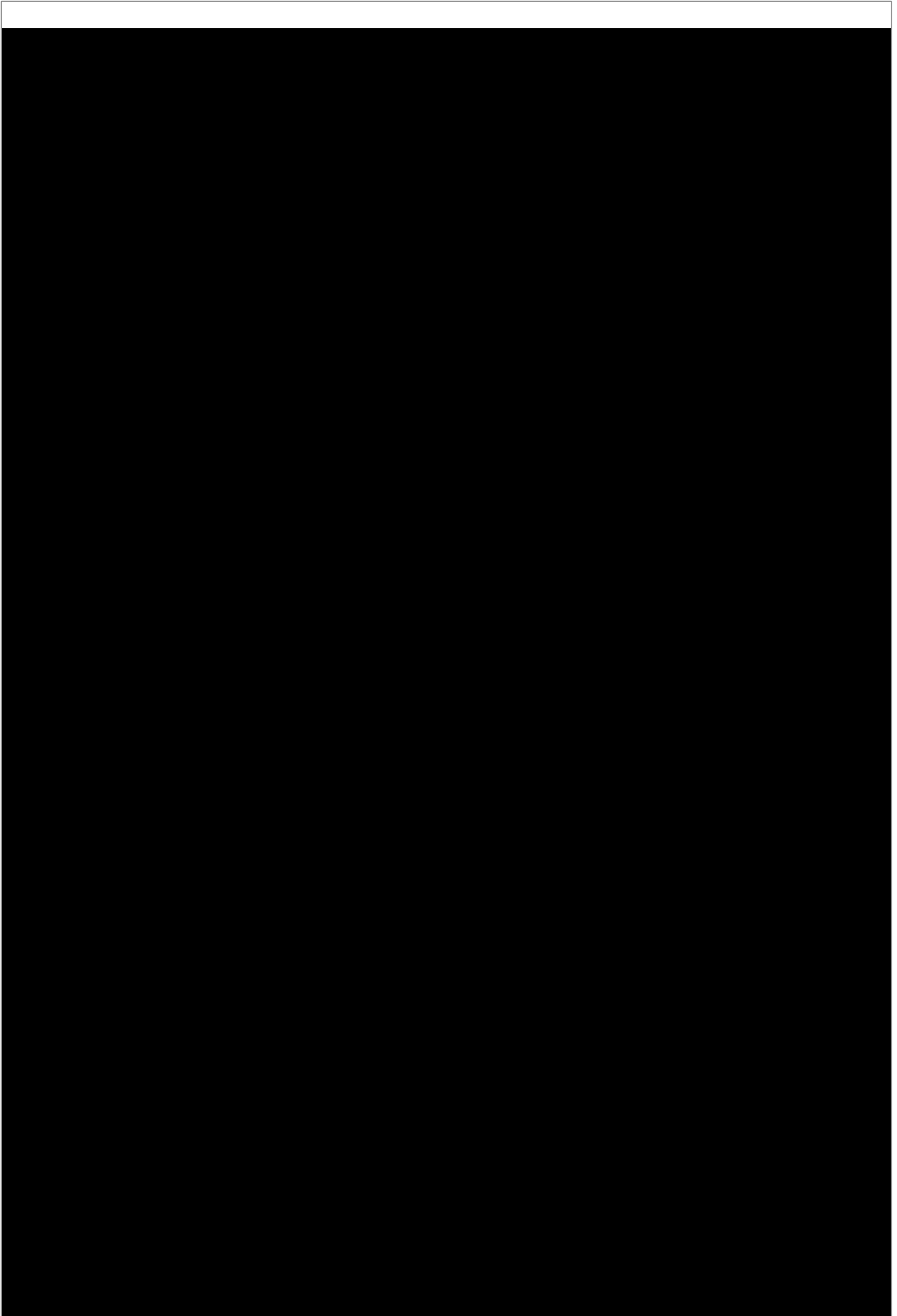
8 Q. Inventory-wise, but in terms of demand for
9 OxyContin, from the time you were at Anda until you
10 left, did you ever see a drop that all of the sudden
11 there was less demand for oxy?

12 MS. KOSKI: Object to form.

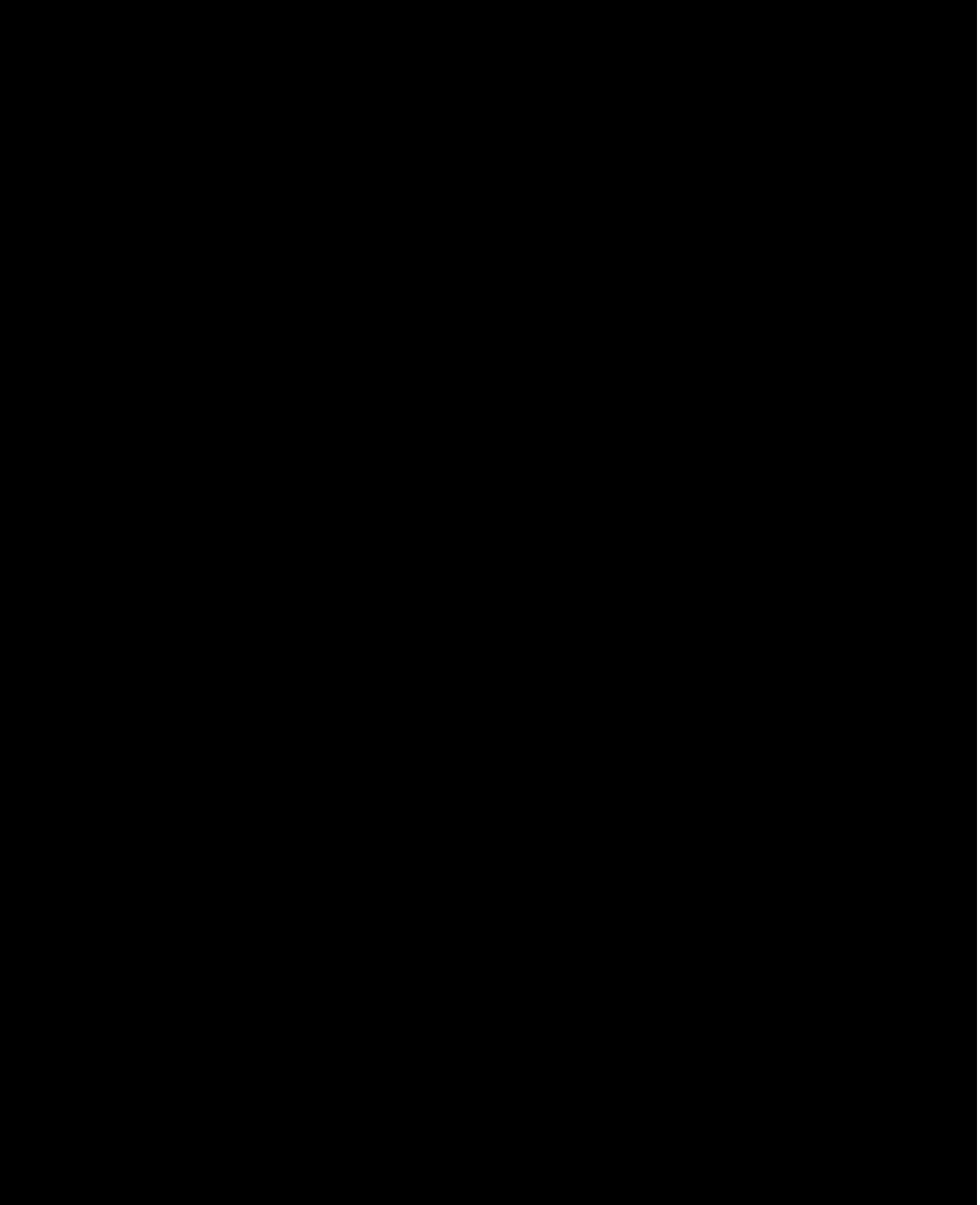
13 A. I personally did not watch those -- those
14 trends, because that was handled by our compliance
15 team. I just know we sold a lot less because we had
16 a lot of customers that either we decided to not
17 sell to anymore for whatever reason, or they never
18 returned questionnaires to us. I can't -- I can't
19 say.

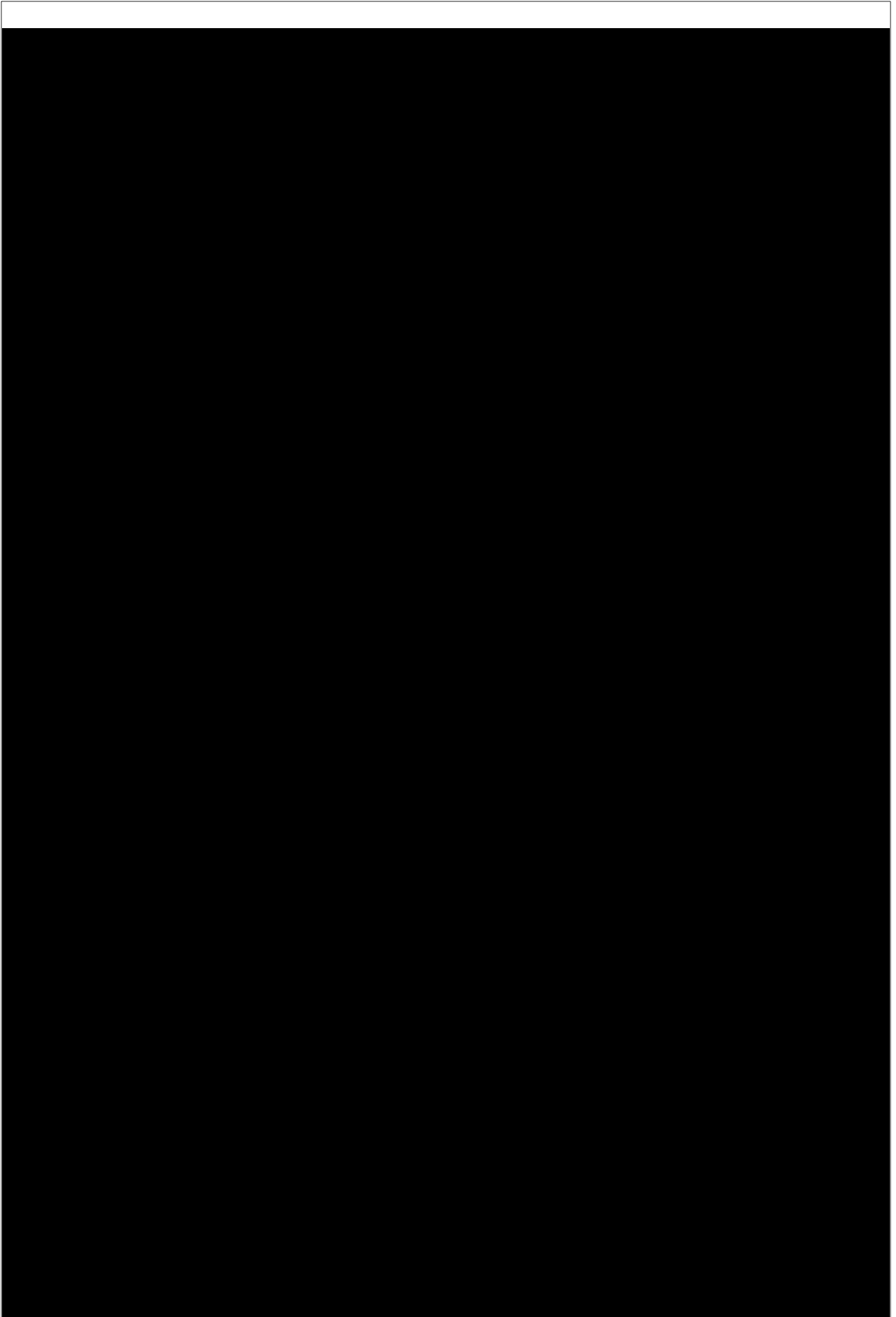
20 Q. But in terms of the demand, you're not
21 suggesting that you had any reason to believe that
22 demand was diminishing for OxyContin?

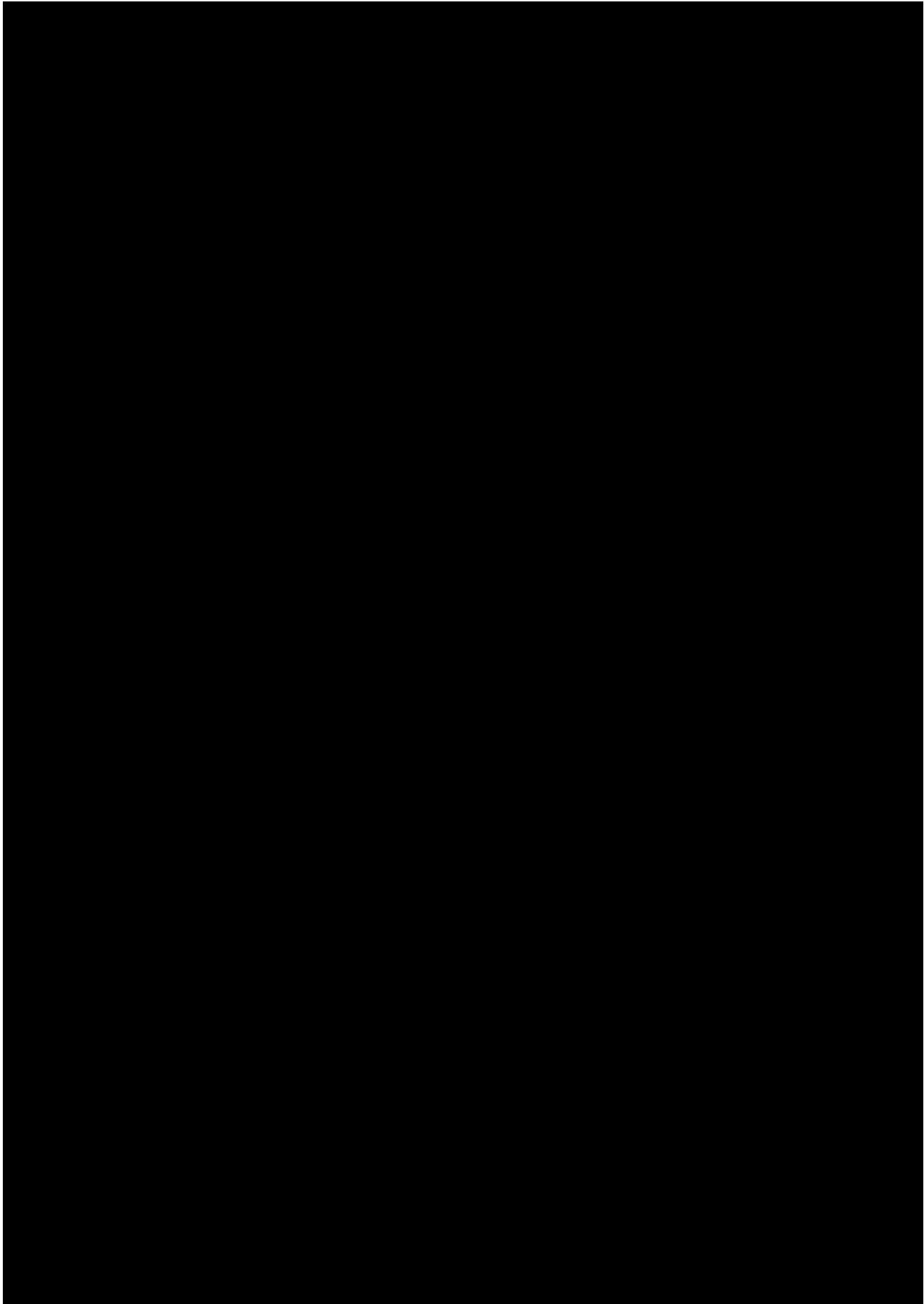
23 A. I can't speak to the demand because I don't
24 know what was going on. We only saw one little
25 piece of the Anda side.



2 (Anda-Williams Exhibit 14 was marked for
3 identification.)
4 BY MS. RELKIN:

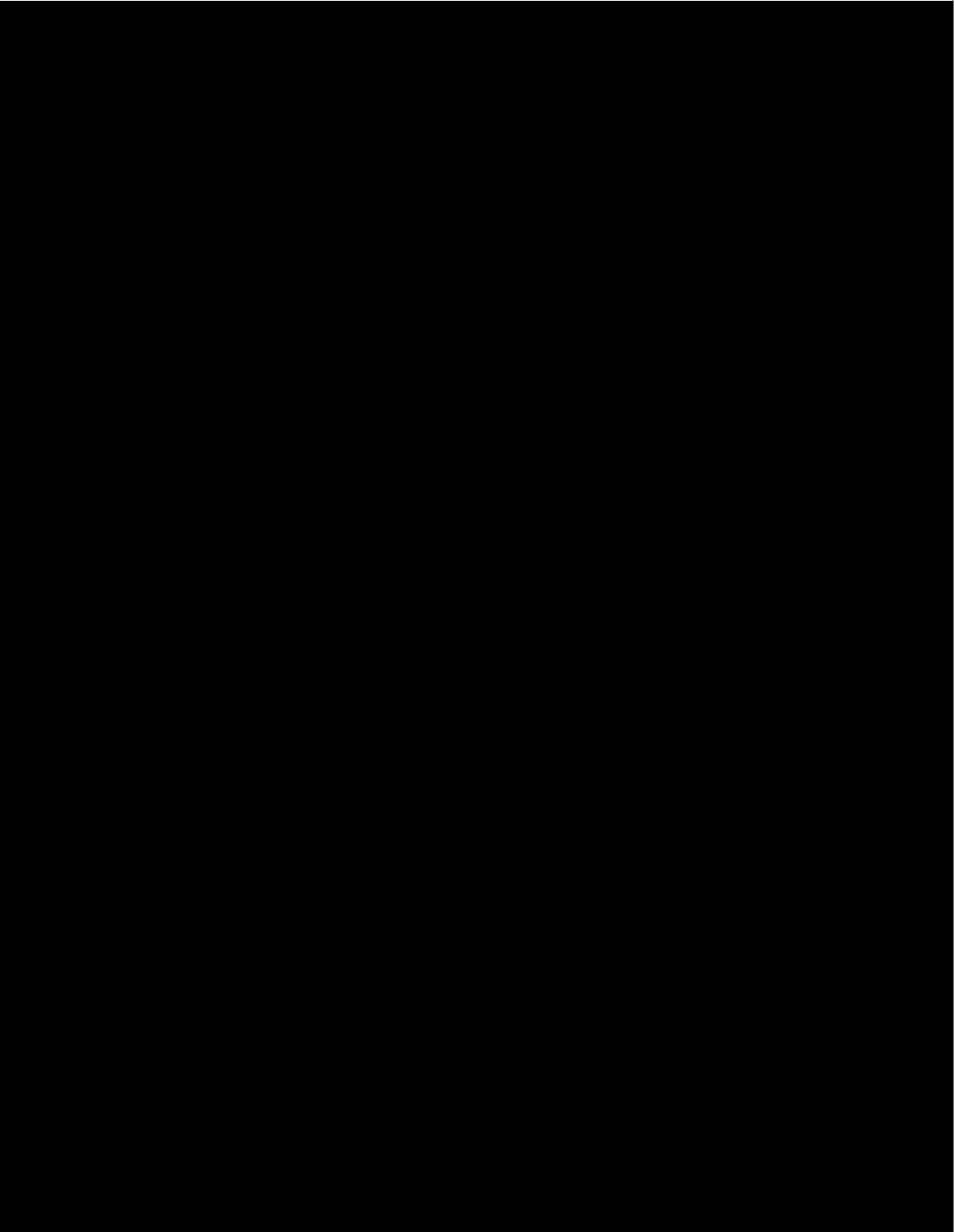


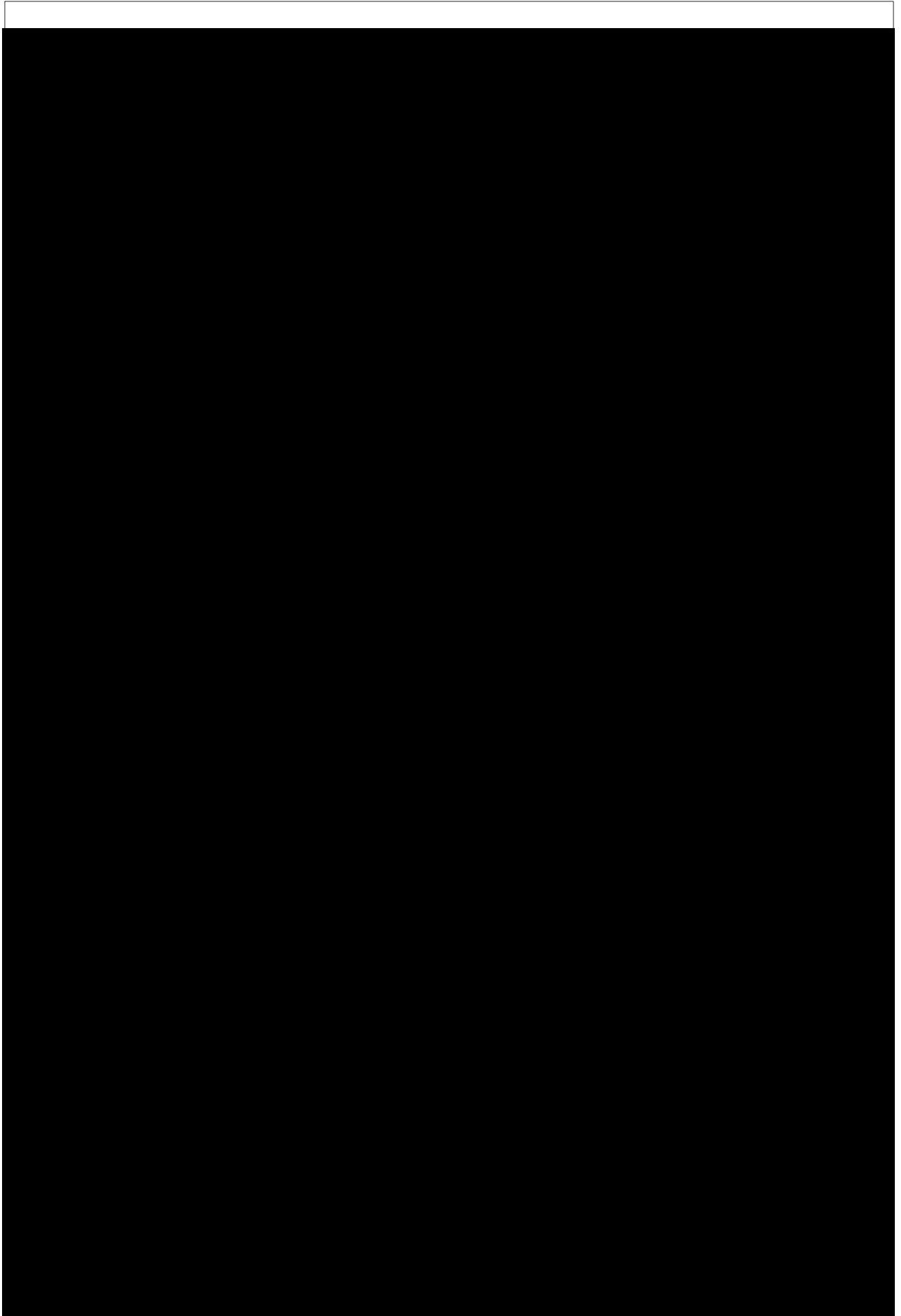


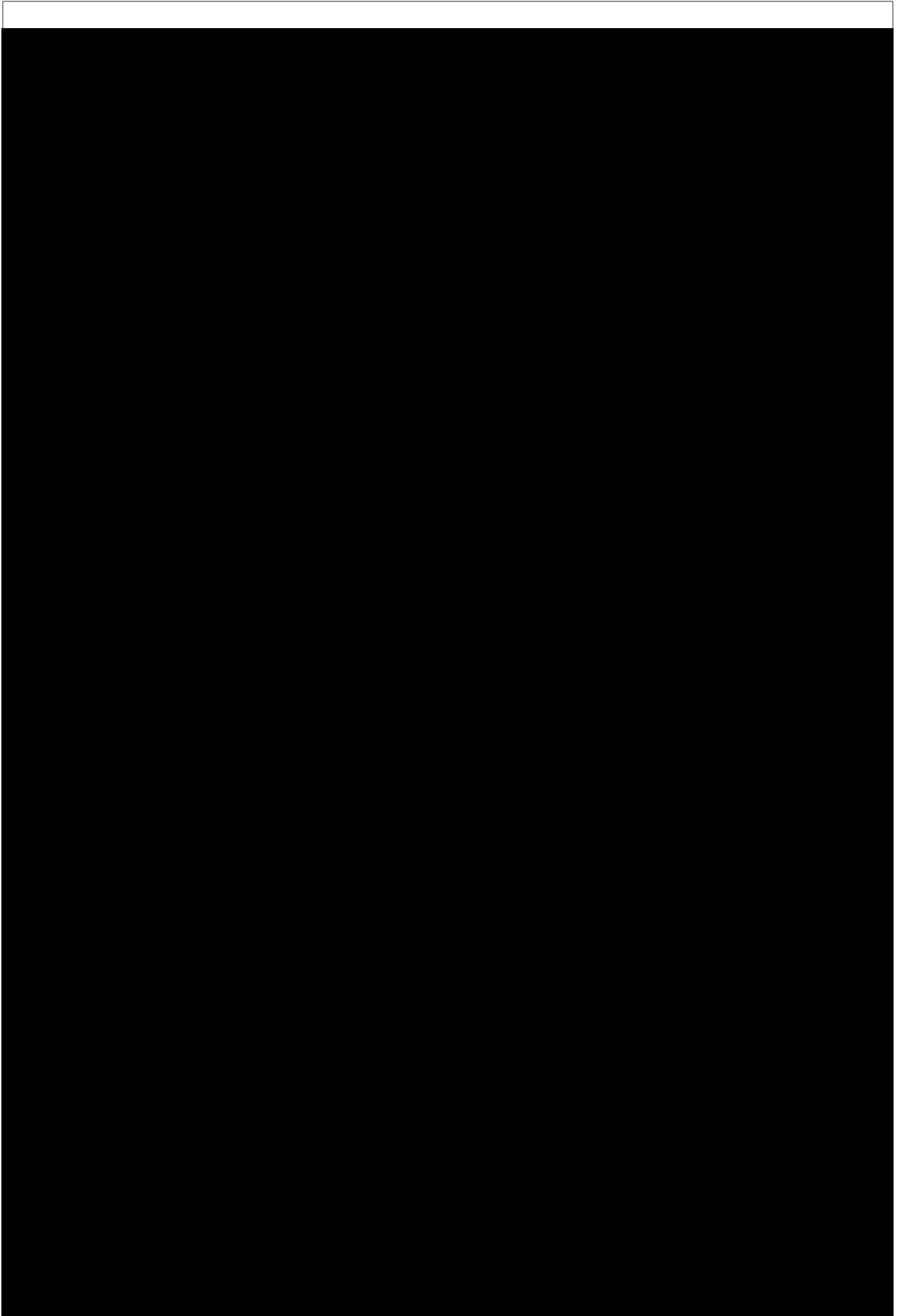


25 Q. That's it for that document.

1 (Anda-Williams Exhibit 15 was marked for
2 identification.)
3 BY MS. RELKIN:







12 Q. You were there a long time, so there's a lot
13 of e-mails. Sorry.

14 (Anda-Williams Exhibit 16 was marked for
15 identification.)

16 BY MS. RELKIN:

17 Q. The next exhibit is 16. That's for me.
18 That's for you. Most of the e-mail -- most of it is
19 an address list.

20 A. This is the same one that we covered before.

21 Q. Is it?

22 A. Uh-huh.

23 Q. That's December 8th?

24 MS. LUND: Copies?

25 MS. RELKIN: Yeah.

1 MS. KOSKI: Let me -- although I can still
2 have a copy because Patricia's doing my job and
3 her job here. Is this voicemail the same date?

4 THE WITNESS: Yes.

5 Q. It's discussing the same thing, but here
6 what I wanted to ask you about is you said voice
7 mail, that wasn't the identical exhibit, just the
8 same topic, right?

9 MS. KOSKI: It's the same Bates number.

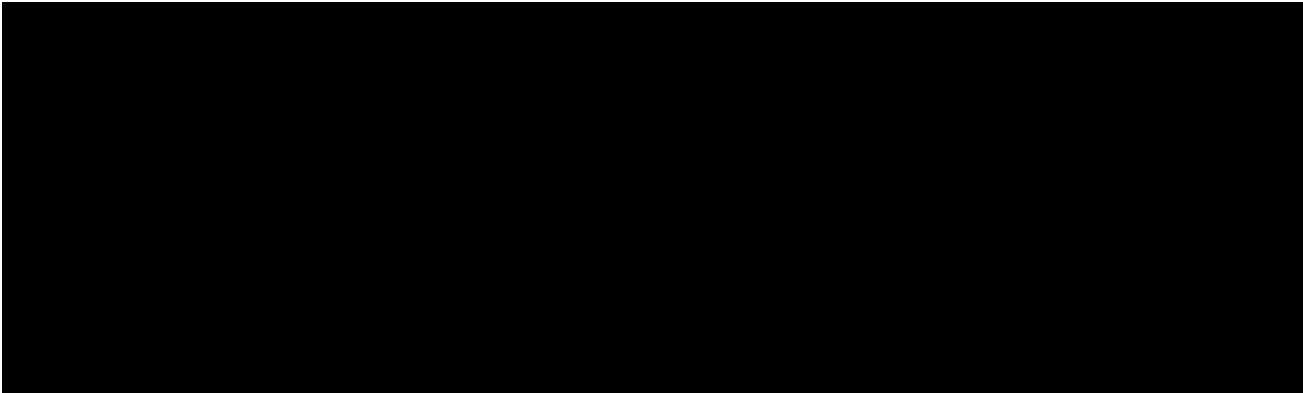
10 MS. RELKIN: My bad. My bad. Why don't
11 we -- can we just -- we'll just reuse Exhibit 16.
12 We will just destroy this. There is no reason to
13 mark the same exhibit twice. Okay.

14 MS. KOSKI: Because I think it's identical
15 to Exhibit 10 that you already marked.

16 MS. RELKIN: Okay. Okay.

17 BY MS. RELKIN:





6 Q. All right. So I'm going to reuse the
7 Exhibit 16 stamp.

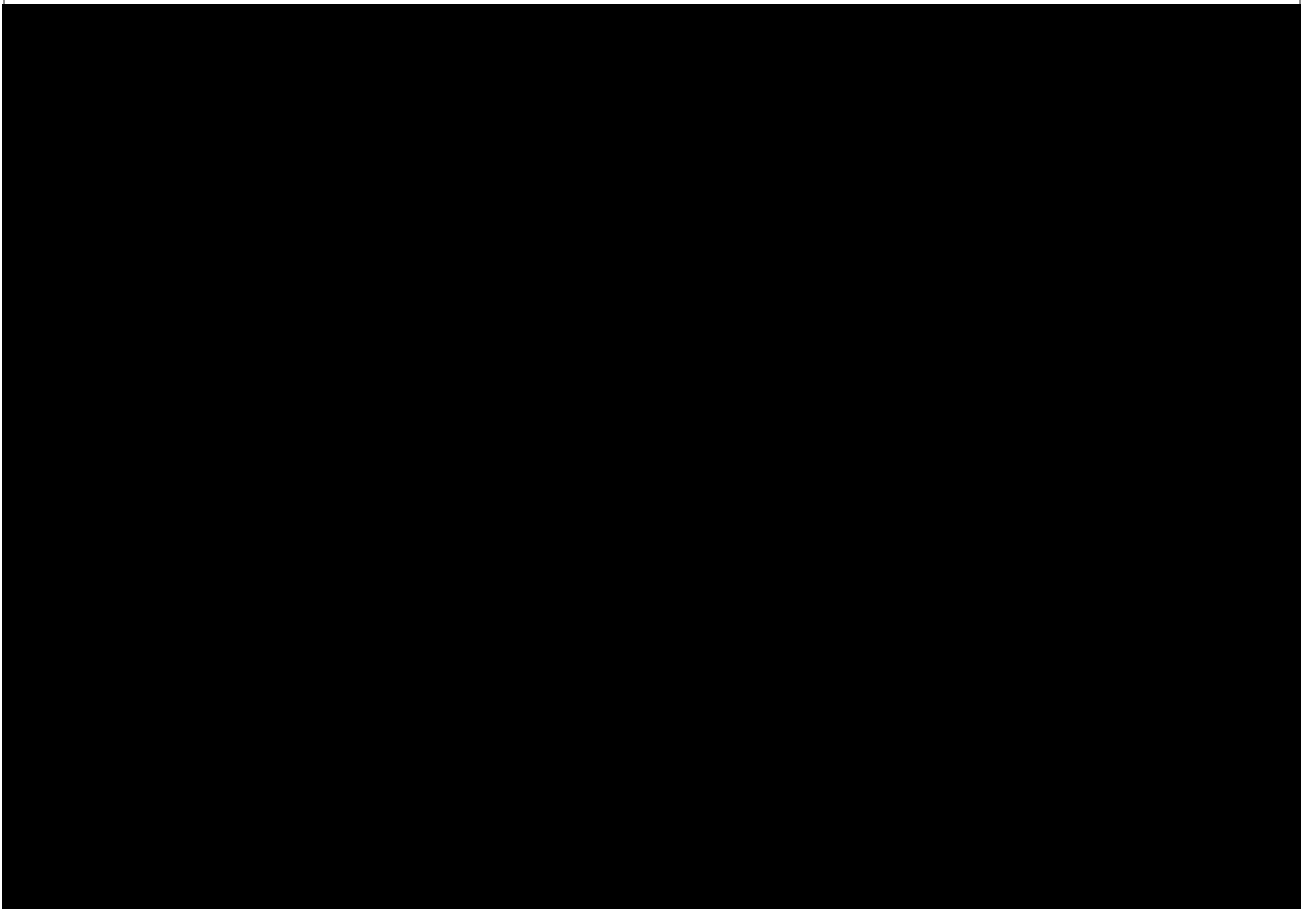
8 MS. KOSKI: Got it.

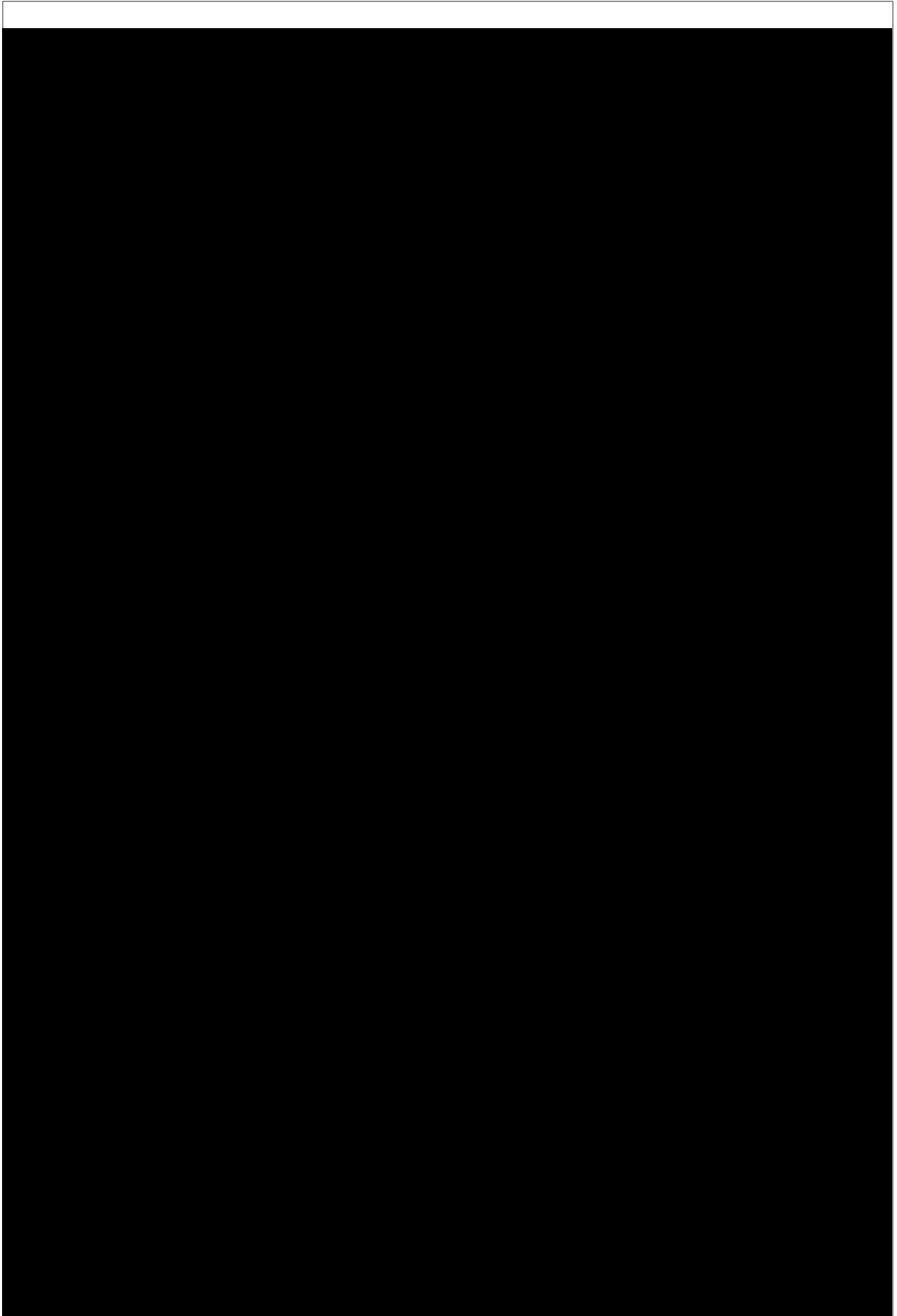
9 MS. RELKIN: Okay.

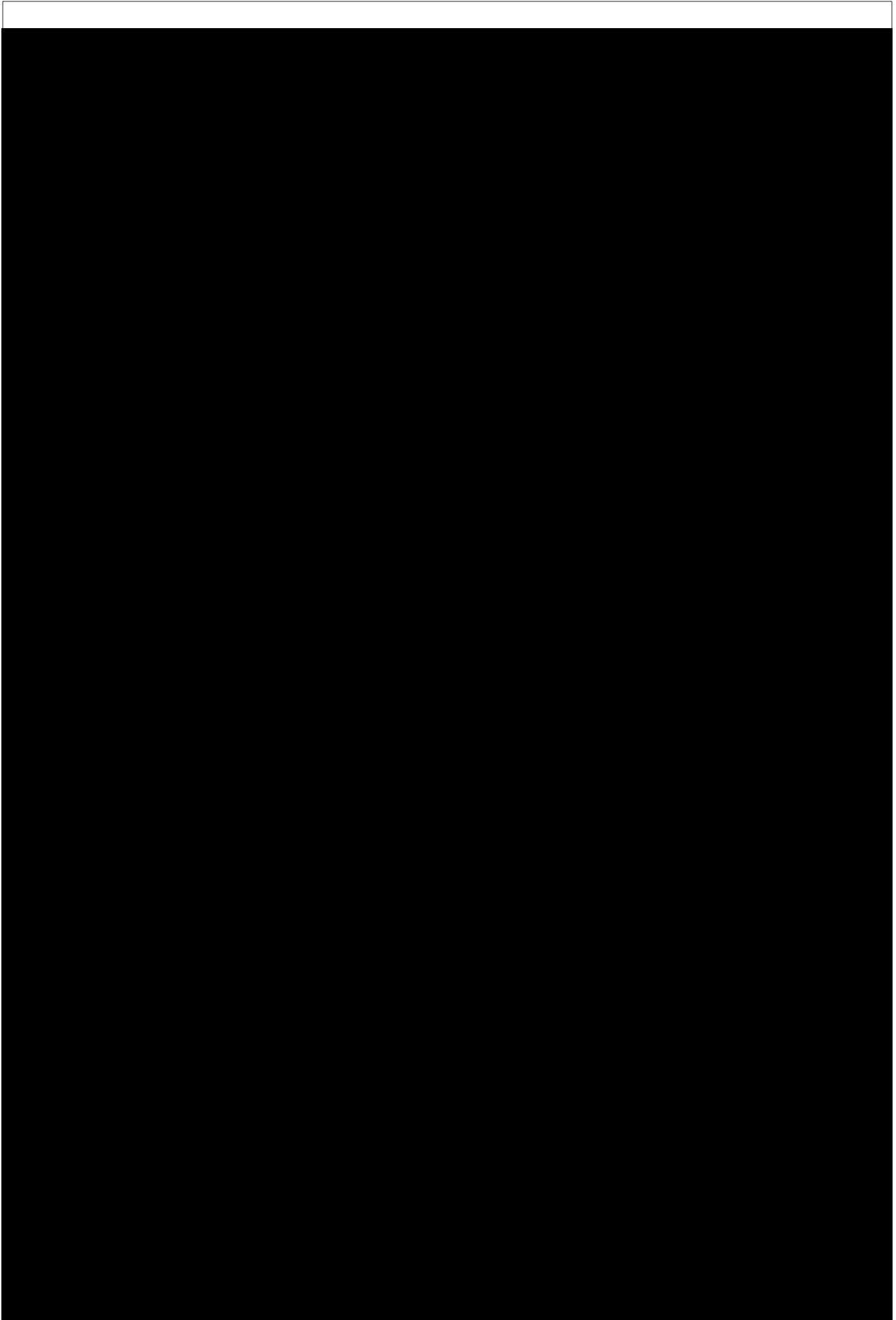
10 MS. KOSKI: Just like it didn't happen.

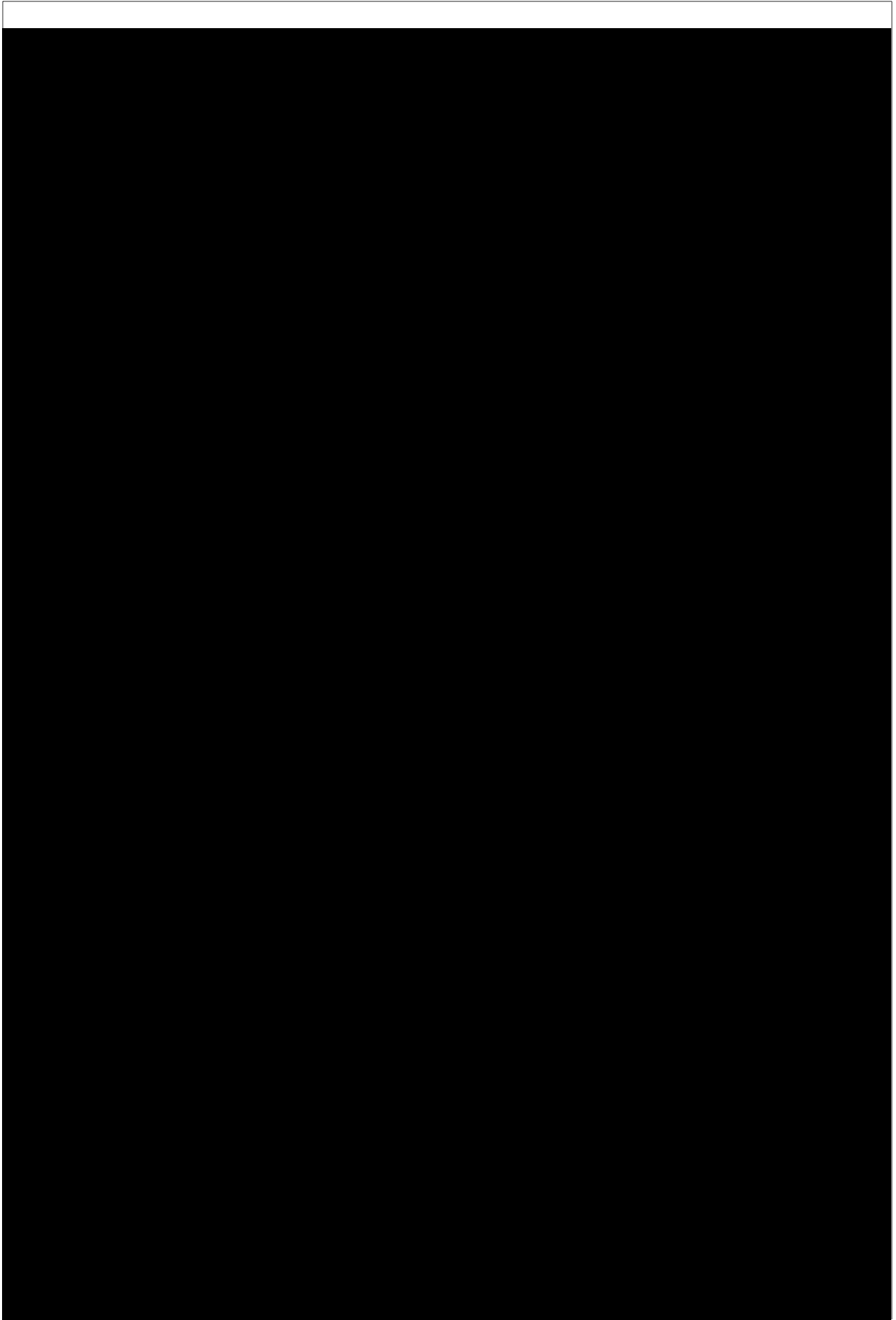
11 (Anda-Williams Exhibit 16 was marked for
12 identification.)

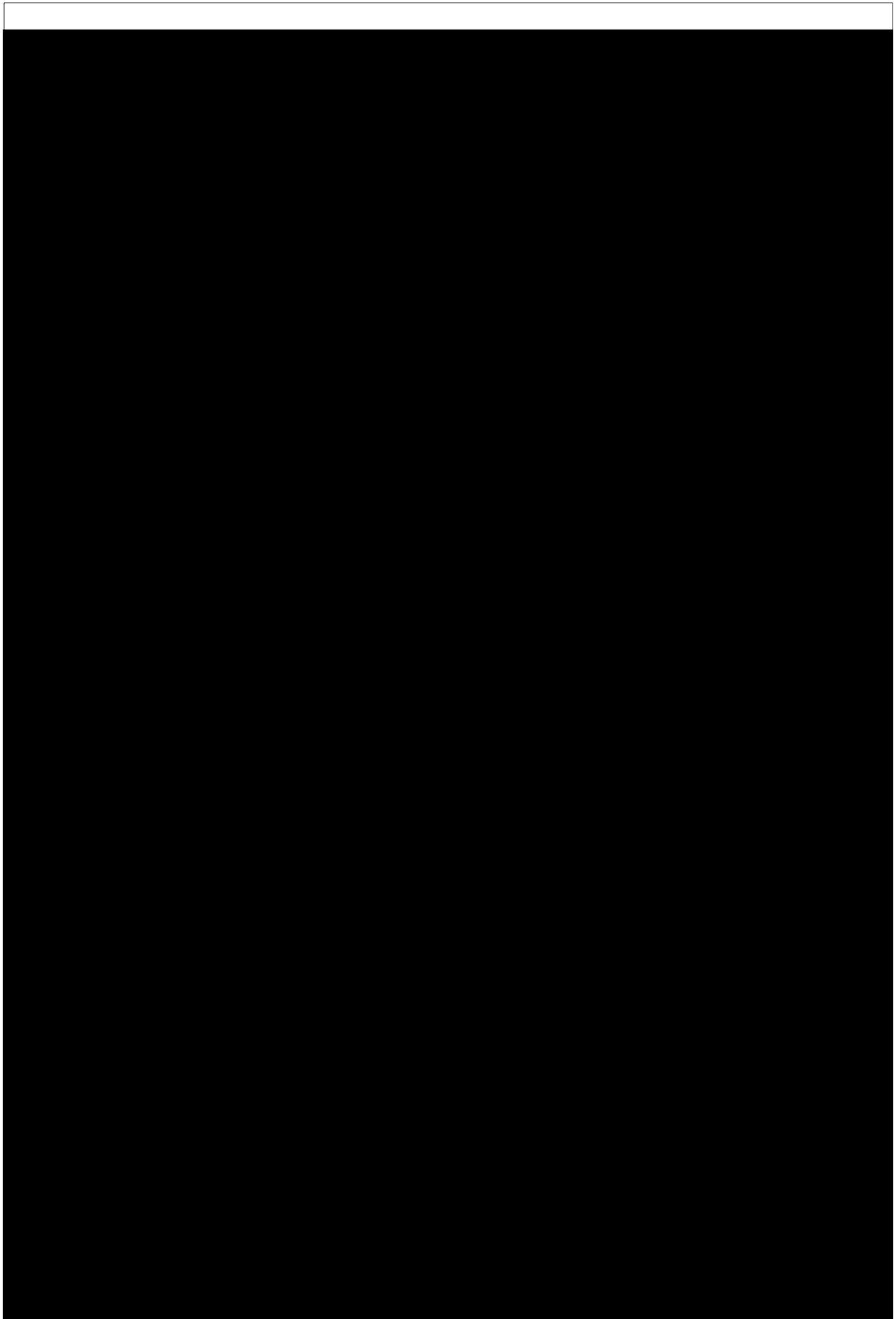
13 BY MS. RELKIN:

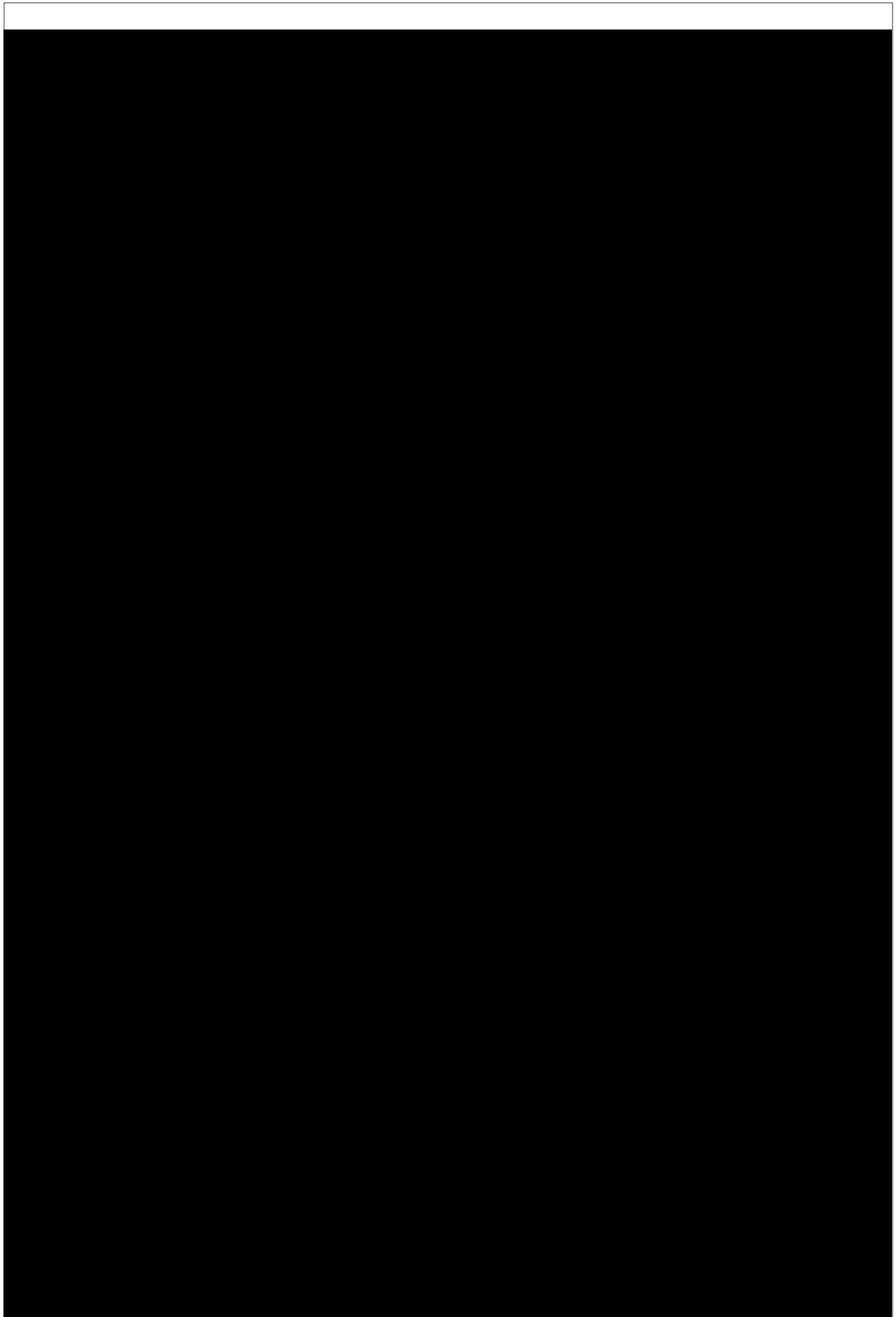












1 Q. What was the average retention of a sales
2 rep?

3 A. When I came on board with Anda, I was used
4 to a retention in the SunTrust world of less than
5 three years. When I came to Anda, I was amazed at
6 how long their people were in the position. In
7 fact, I almost made the comment, I remember one time
8 to Kim Bloom saying, are we sure this is a good
9 thing, because the average was seven-and-a-half
10 years. That's uncall -- that's unheard of in sales.
11 Typically, it's one to two years. That's an
12 industry standard.

13 And the fact that they were in the position
14 that long showed us a number of things: That they
15 really liked what they were doing, they felt they
16 were being rewarded for it, they enjoyed the
17 position, and they wanted to keep doing it, and they
18 loved their customers. And they continued to show
19 that longevity.

20 Q. They make good money selling the
21 pharmaceutical products.

22 A. They did, but they had to work for it, and
23 again, they had virtually very, very little base
24 commission, base pay. Their base was very, very
25 low.

1 Q. Right. So their base was you said \$9, and
2 90 percent of their income would be --

3 A. Be commissions.

4 Q. That's -- per hour, that adds up. If \$9 was
5 just 10 percent, that's a pretty good hourly wage.

6 A. Okay.

7 Q. Right?

8 A. Yeah. And it depends on the size of the
9 book that they had.

10 Q. And did they also get stock options?

11 A. No.

12 Q. That's only for the managers?

13 A. No.

14 Q. You got stock options?

15 A. I did.

16 Q. Weren't you in management?

17 A. I was. Yeah. I'm sorry. Did I
18 misunderstand the question?

19 Q. Yeah. I said that was only for management?

20 A. Correct.

21 Q. Did you ever have any sales reps who said
22 that they had a moral or ethical problem promoting
23 opioid products?

24 A. That came to me and expressed that? No.

25 Q. Did you hear about that anywhere in the

1 company?

2 MS. KOSKI: Object to form.

3 A. I do not recall. It doesn't ring a bell. I
4 would need something to jog my memory if something
5 like that happened, but it doesn't come top of mind.

6 Q. And do you personally know anyone, or did
7 you know of anyone in the company, who lost a family
8 member or friend to opioid overdose?

9 MS. KOSKI: I'm going to object. I'm going
10 to instruct you not to answer, the relevance of
11 that question, that's just a harassing question.

12 MS. RELKIN: It's discovery.

13 MS. KOSKI: You don't have to answer that
14 question. What's the relevance of someone else's
15 personal family member's health to the --

16 MS. RELKIN: It's not generically health,
17 it's whether she knew anyone who --

18 MS. KOSKI: Anyone in the world, what does
19 that have to do with this case?

20 MS. RELKIN: Personal friends/family of her
21 or other folks in the company.

22 MS. KOSKI: You don't have to answer that
23 question if you're not comfortable answering it.

24 A. I don't recall anybody coming forward.

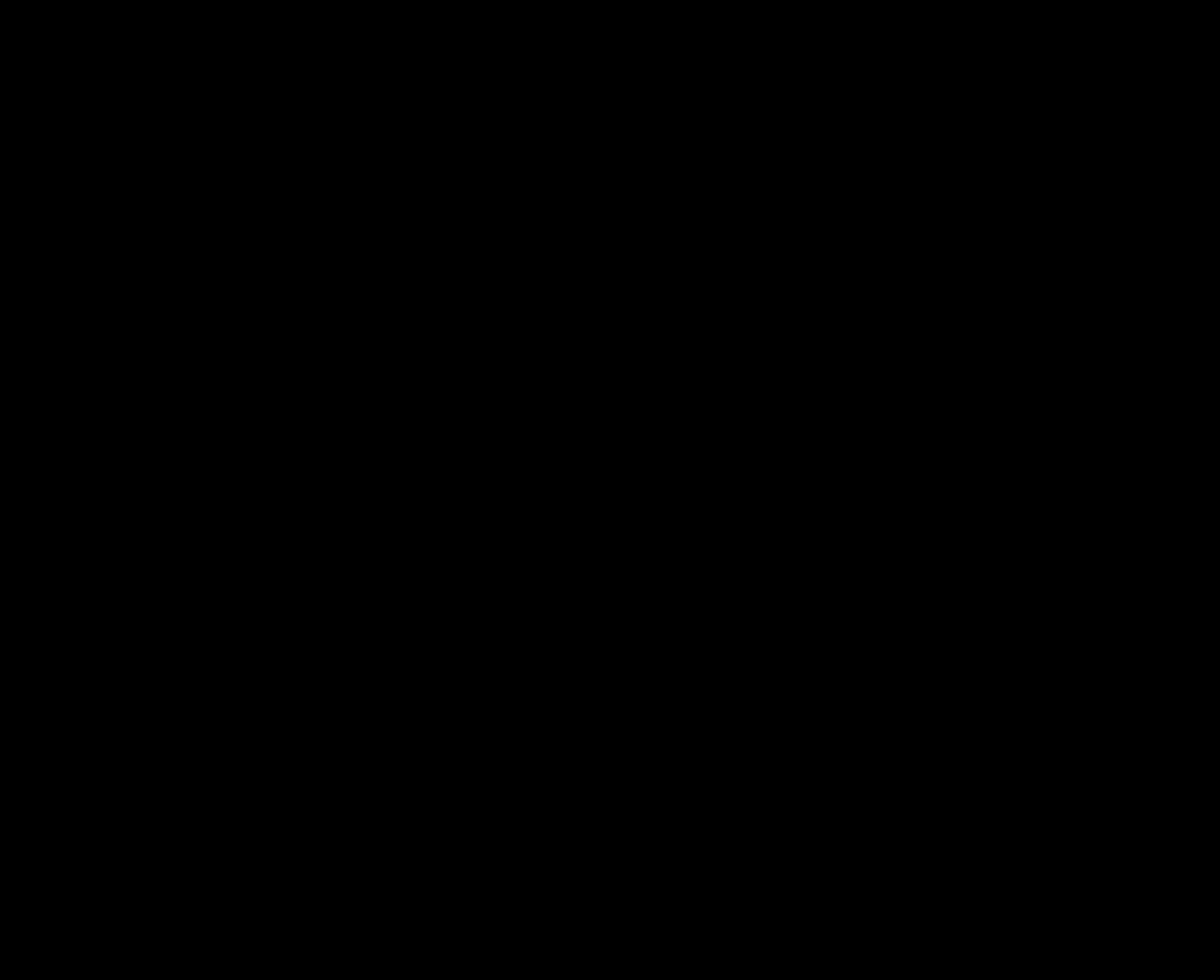
25 (Anda-Williams Exhibit 17 was marked for

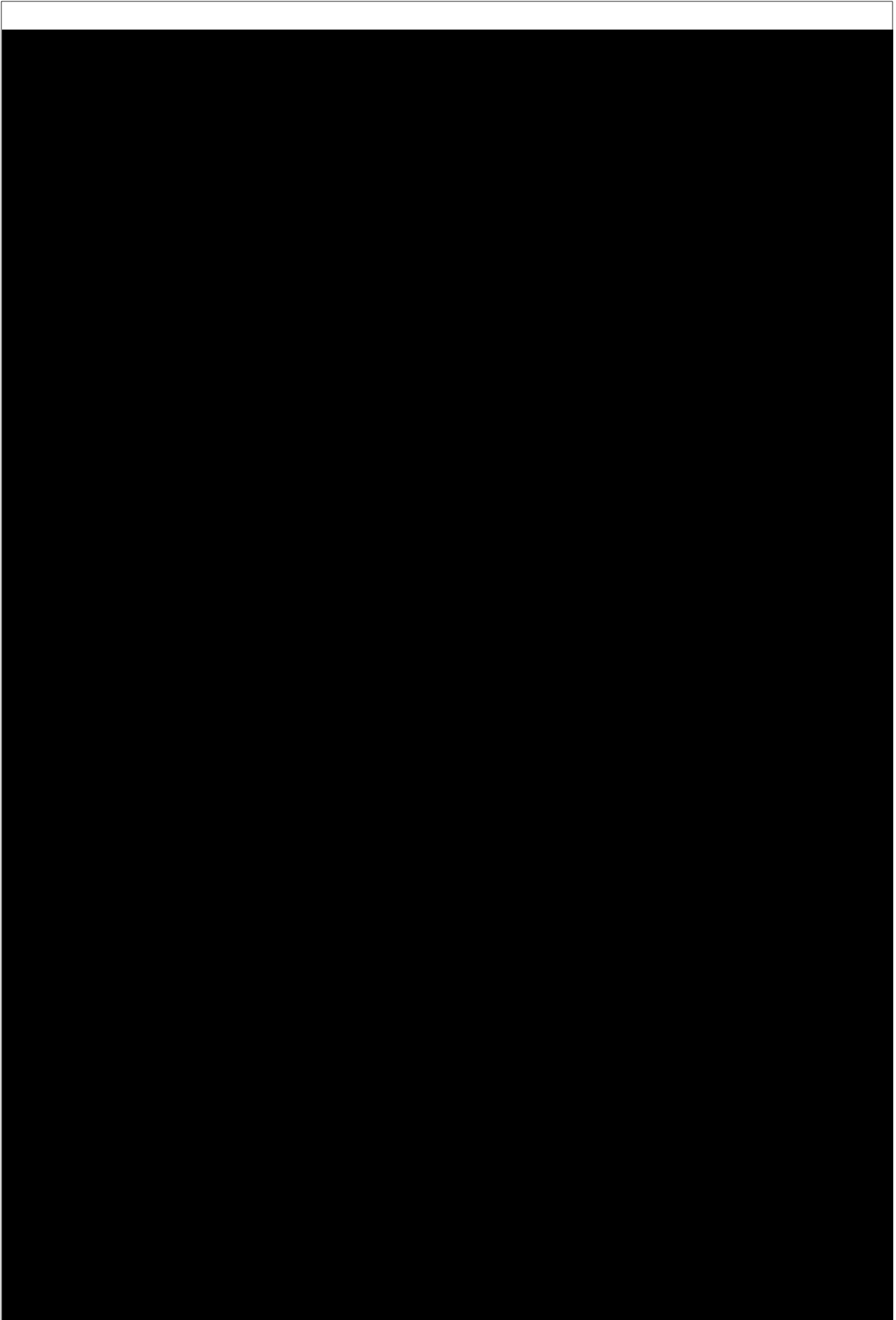
1 identification.)

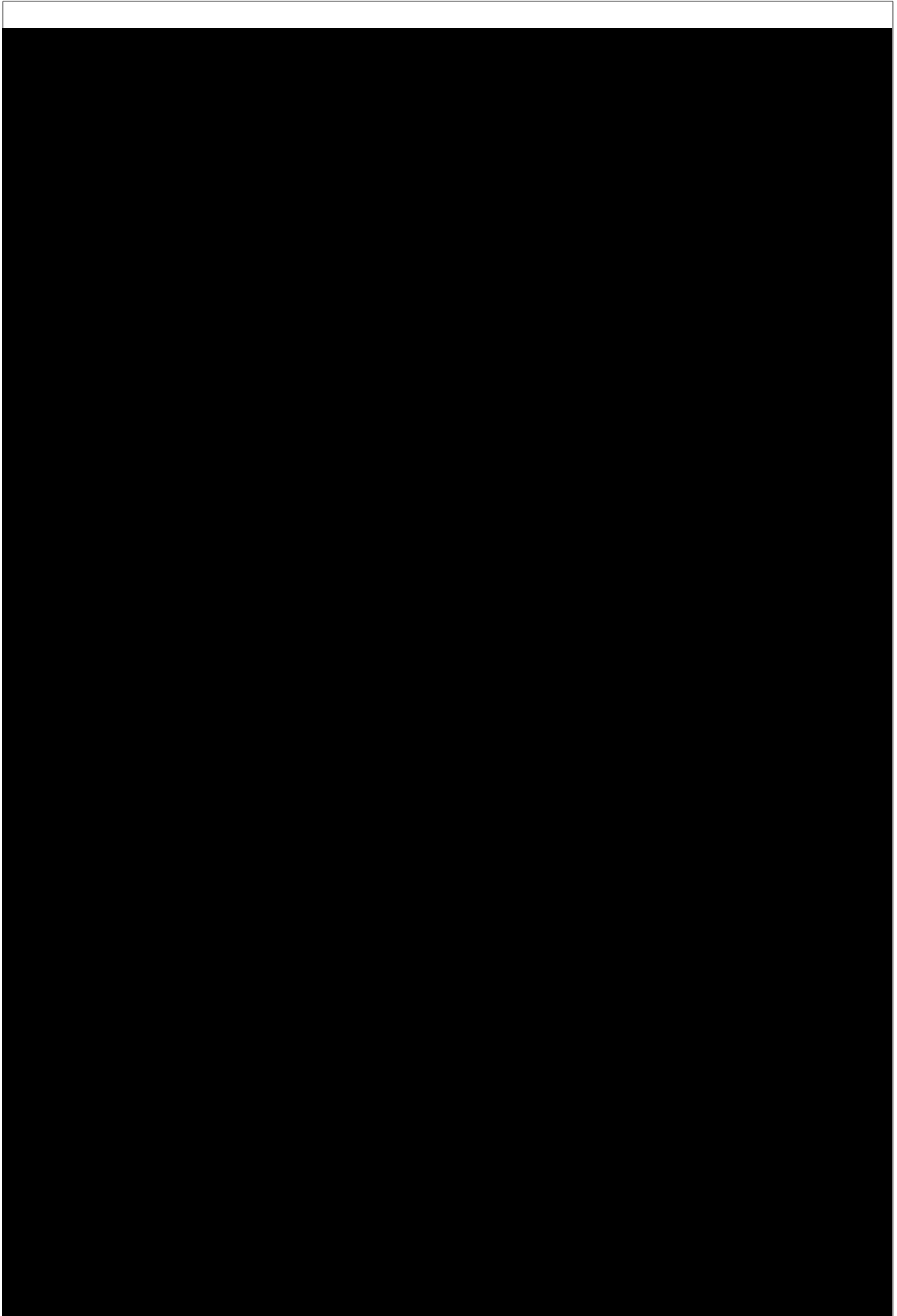
2 BY MS. RELKIN:

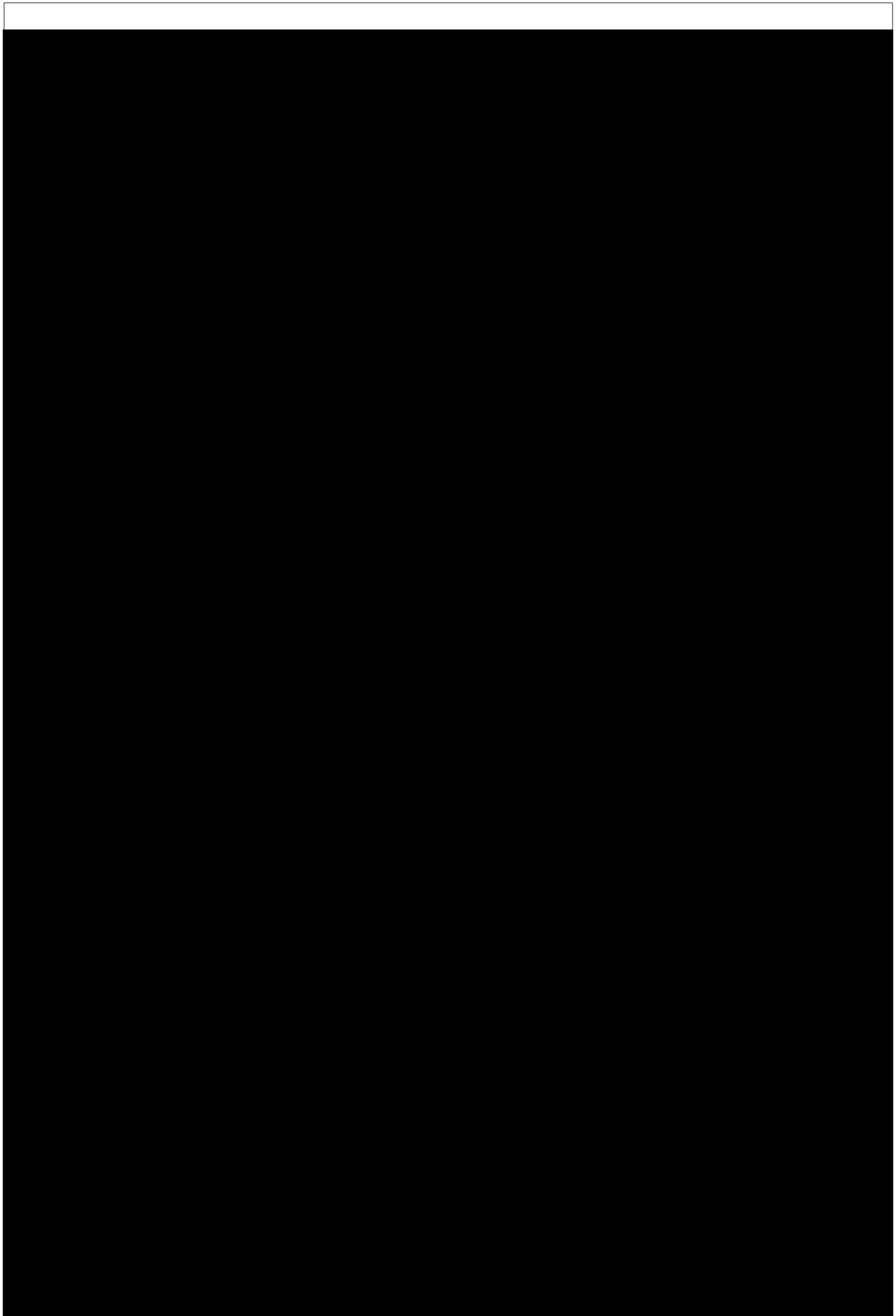
3 Q. It's kind of small font. The good news is
4 the small font part on the top you don't have to
5 worry about because that was a different witness.
6 We'll focus on the larger font, which was your
7 e-mail. So this is Exhibit 17, number 566549
8 through 550 -- no, through 551. And the bigger font
9 is an e-mail relatively bigger font, do you see
10 that?

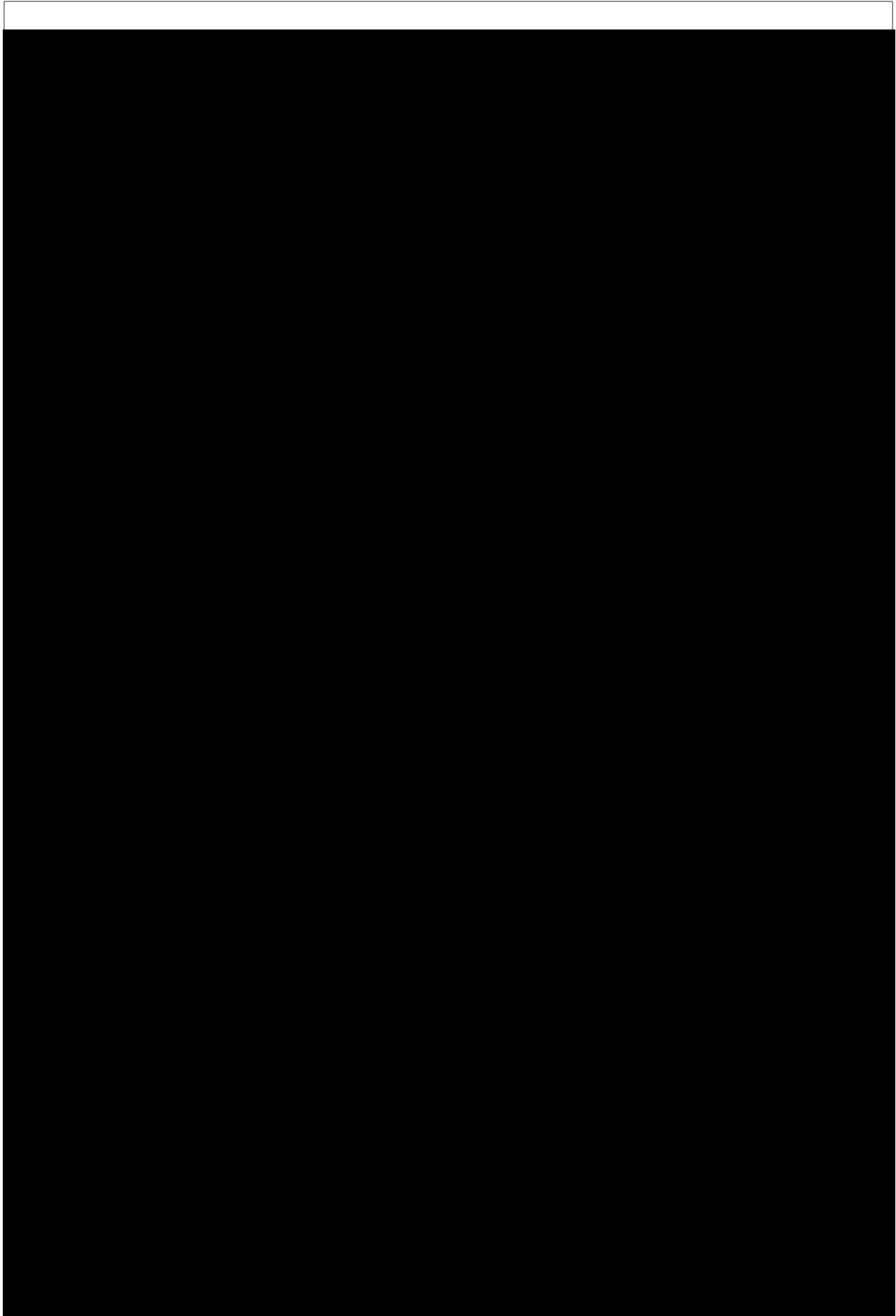
11 A. Uh-huh.

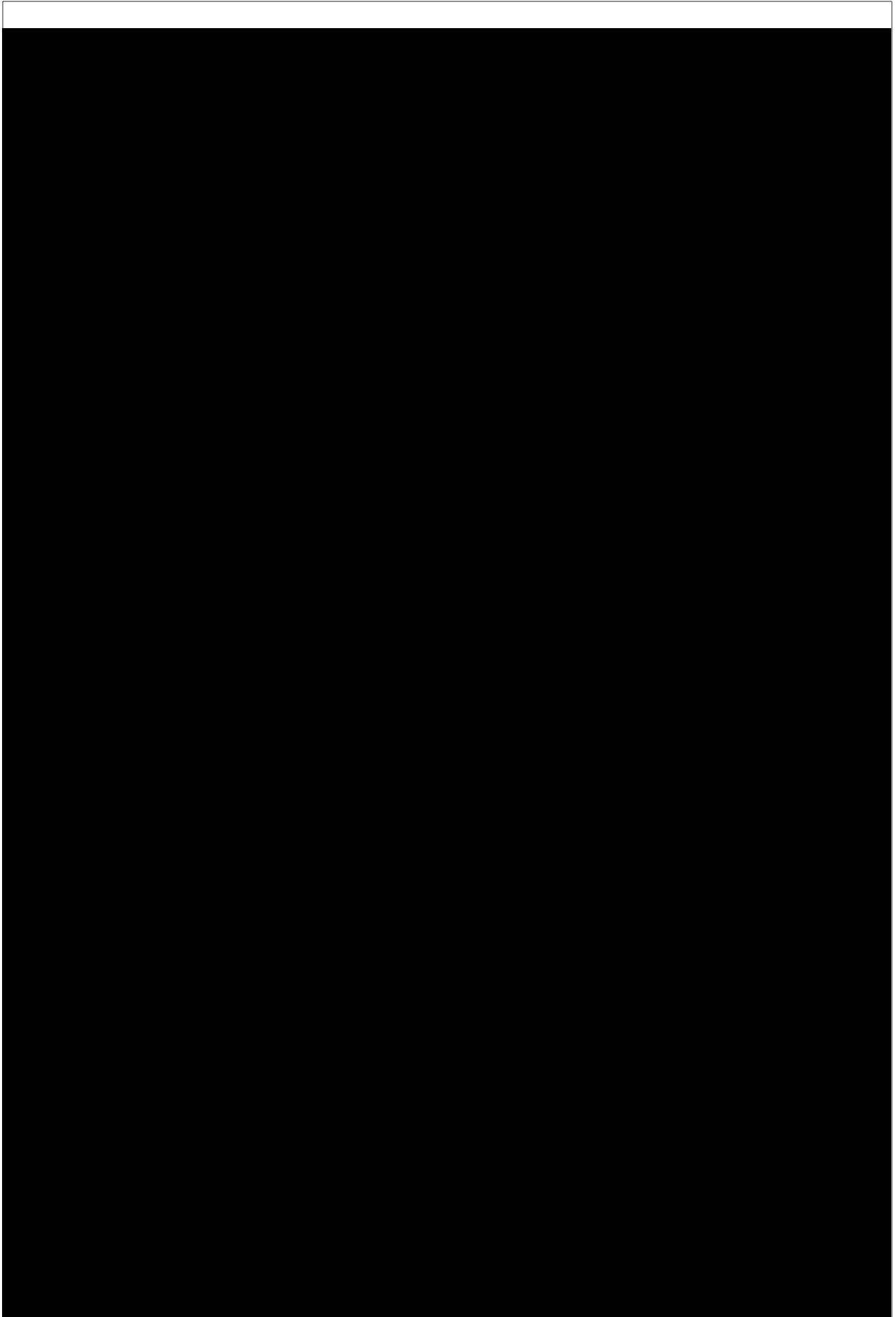


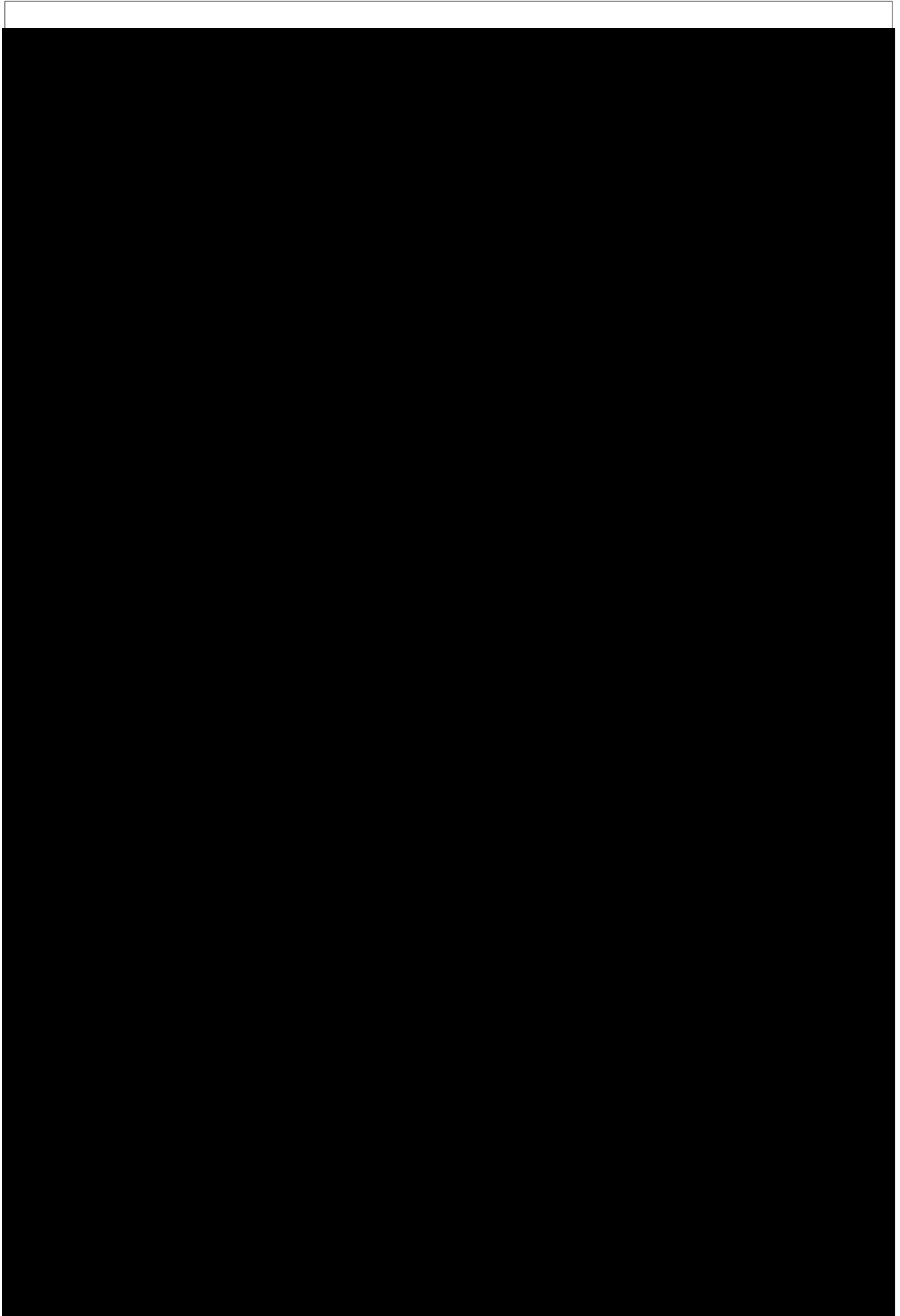


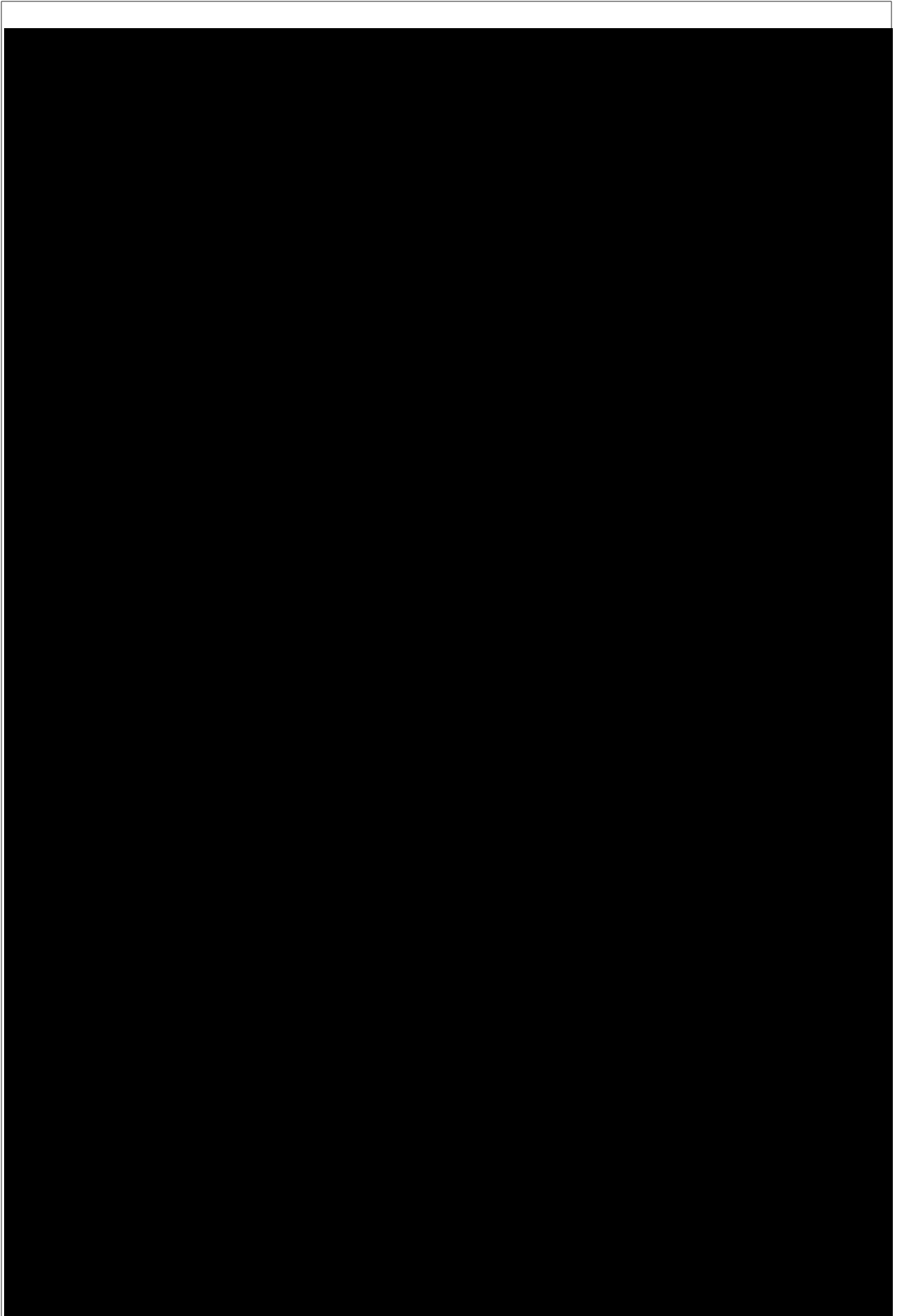












5 Q. When -- have you ever come to learn of
6 specific orders being reported as suspicious?

7 A. I was not involved in the process of doing
8 anything behind the scenes to that order. The
9 compliance team reviewed it. There were occasions
10 when if a sales rep saw something, sometimes they
11 would mention it to their sales manager and the
12 sales manager would call compliance. Was that
13 happening every single order? I can't say it was
14 but I -- if somebody went from wanting 100 oxys and
15 suddenly they wanted to order 1,000 and the sales
16 rep saw that, knowing -- and through all of our
17 education with them, they may pick up the phone and
18 say, hey, I'm not sure about this order, but at that
19 point we were instructed, let it go, let it go,
20 don't worry about it, we have compliance on the back
21 end watching all of this.

22 Q. I appreciate that, but that's to compliance.
23 My question is if -- did you ever come to learn
24 whether compliance reported to the DEA?

25 A. Oh, I have no idea.

1 Q. Suspicious orders?

2 A. I have no idea, we were not privy to what
3 they did with the DEA.

4 Q. So during all your years there, did you ever
5 come to learn in any way that any particular
6 customer order was reported to the DEA as being
7 suspicious?

8 A. No, ma'am, I did not.

9 Q. Did you assume that there were some orders
10 that did get reported as being suspicious?

11 MS. KOSKI: Object to form. If you know.

12 A. I can't say for sure. I would hope that
13 some were. We had some customers shut down from
14 controls, so I can only suspect that it did make it
15 either into the decision-making mode either strictly
16 on the Anda part or with assistance from the DEA.

17 Q. And you would assume if a customer was shut
18 down by controls because their order tripped the red
19 flags it was too much, too much oxy, too much bad
20 combination, whatever?

21 A. Correct.

22 Q. You would assume that therefore it also got
23 reported to the DEA as a suspicious order, right?

24 MS. KOSKI: Object to form; asked and
25 answered.

1 A. I don't know what compliance's requirements
2 were with the DEA, so I really can't speak to that.

3 Q. Was that not discussed during those training
4 sessions?

5 A. What was discussed in the training sessions
6 was that they were in constant contact with the DEA.
7 The form that they were in contact with, how it was
8 conveyed, discussions, none of that where we shared
9 any privileged information on.

10 Q. Was there any time that you learned of the
11 DEA ever conducting an inspection at Anda?

12 A. We always found out afterward, two, three
13 weeks, sometimes later we would find out that they
14 had been there.

15 Q. Okay. So there were occasions where they --

16 A. We never knew ahead of time.

17 Q. How many occasions do you recall that you
18 learned that DEA was there?

19 A. I maybe heard two, three times, maybe, that
20 they -- we found out two to three weeks later, or
21 maybe the week later, that they had visited and it
22 would come up in conversation, not because it was a
23 general broadcast announcement to the -- you know,
24 to all the employees, which it was not.

25 Q. And did you ever see someone from the DEA?

1 A. Never.

2 Q. So it was more you heard again it was a
3 scuttlebutt thing, DEA was here?

4 A. Not a scuttlebutt because every once in a
5 while we would hear it from Robert Brown who had
6 said, "Look, we were just visited by the DEA."

7 Q. And did they ask for documents --

8 A. I have no idea. I have no idea how that
9 interaction went.

10 Q. During the time periods when the company was
11 being acquired, were there inspections?

12 MS. KOSKI: Object to form.

13 A. I do not know for a fact. I would assume
14 that there would be if you're taking over a company,
15 you want to learn all the aspects of that company,
16 but what level of detail and what inspections were
17 done as part of that due diligence, I don't know.

18 Q. You had no direct involvement in the
19 acquisitions; is that right?

20 A. None.

21 Q. Okay. You were never interviewed by anyone
22 regarding acquisitions?

23 A. Ung-ugh.

24 Q. Did -- so when you started it was Watson?

25 A. Correct.

1 Q. And then Actavis buys Watson; is that right?

2 MS. KOSKI: Object to form.

3 A. Watson, then Actavis, then Allergan, and
4 then -- that was during my reign. After I left,
5 then Teva acquired them.

6 Q. Okay. So during these transitions, did your
7 job functions and the functions of your department
8 change in any material way?

9 A. (Shaking head.)

10 MS. KOSKI: You have to answer verbally.

11 Q. No?

12 A. No.

13 Q. So there was no process change?

14 A. As it relates to?

15 Q. As a result of the acquisition by Actavis,
16 did you have to change any procedures because
17 Actavis liked things differently than Watson, for
18 example?

19 A. On the sales floor, no, no.

20 Q. It was all the same?

21 A. We continued calling our customers just like
22 we did. Customers would inquire about the
23 acquisition and obviously we shared the information
24 that we were given to share and, yes, it's going to
25 be happening but it's not going to impact the

1 distribution side. Anda really remained its own
2 unit through all of those transitions, so we were
3 really the least impacted.

4 Q. What about in terms of promotional efforts
5 or change in priorities to promote Actavis generic
6 drugs over other companies' generics, opioids
7 specifically?

8 A. I can't say there was any difference than
9 what we had experienced through Watson and then
10 with -- and then with Actavis and then with
11 Allergan. I mean, obviously, since they owned us,
12 there was a propensity to try to move those products
13 through their main -- one of their main distribution
14 centers, which was Anda, but it didn't stop us from
15 continuing to carry over 100 manufacturers. In the
16 last year that I was there, they brought in more
17 brands than the -- than the company had ever had in
18 terms of other manufacturers, other than Actavis or
19 Allergan.

20 (Anda-Williams Exhibit 18 was marked for
21 identification.)

22 BY MS. RELKIN:

23 Q. Now I'm going to get into issues about
24 control, when they get turned on, when they get
25 turned off and then evolve into the issue of

1 extensions.

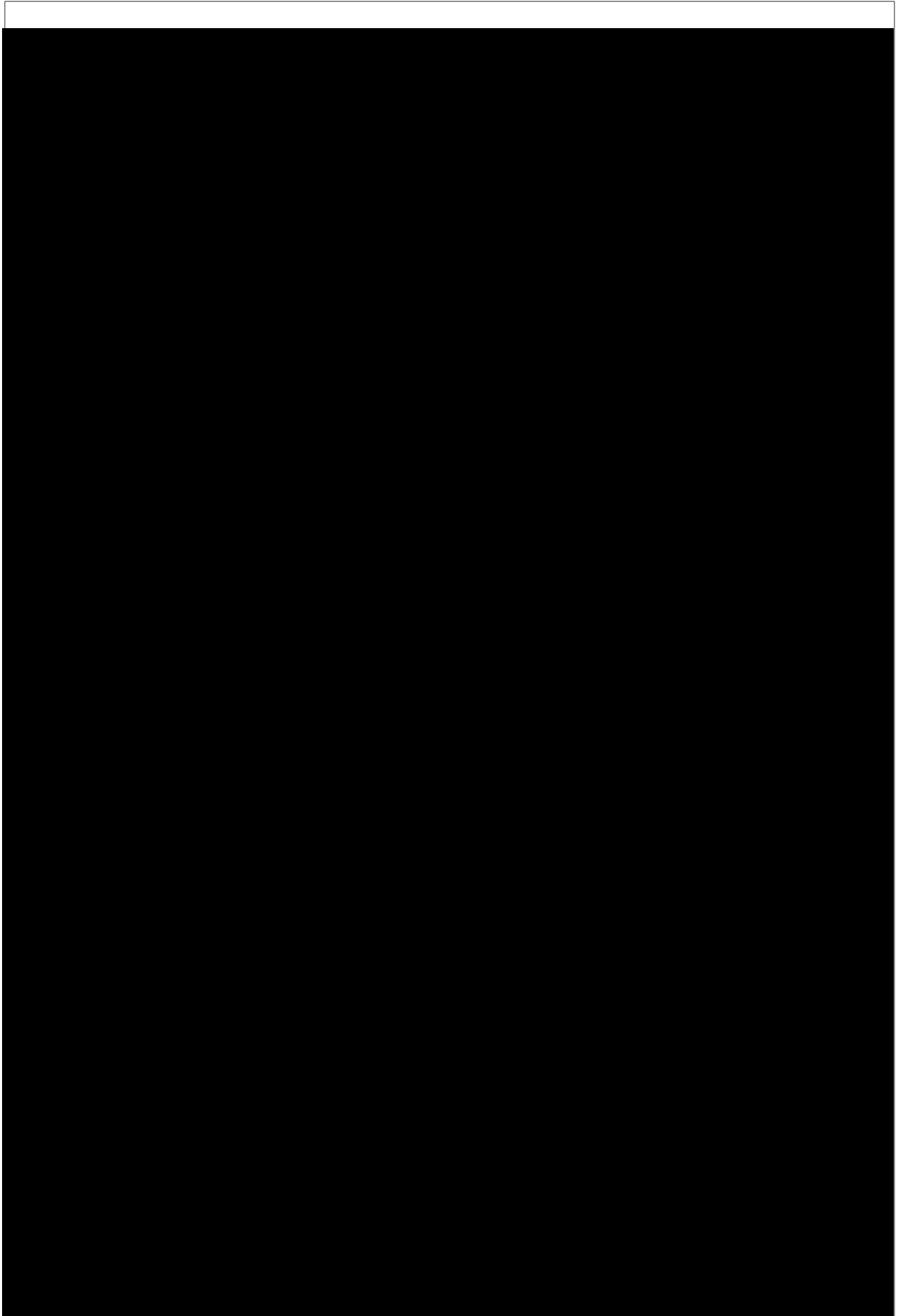
2 A. Okay.

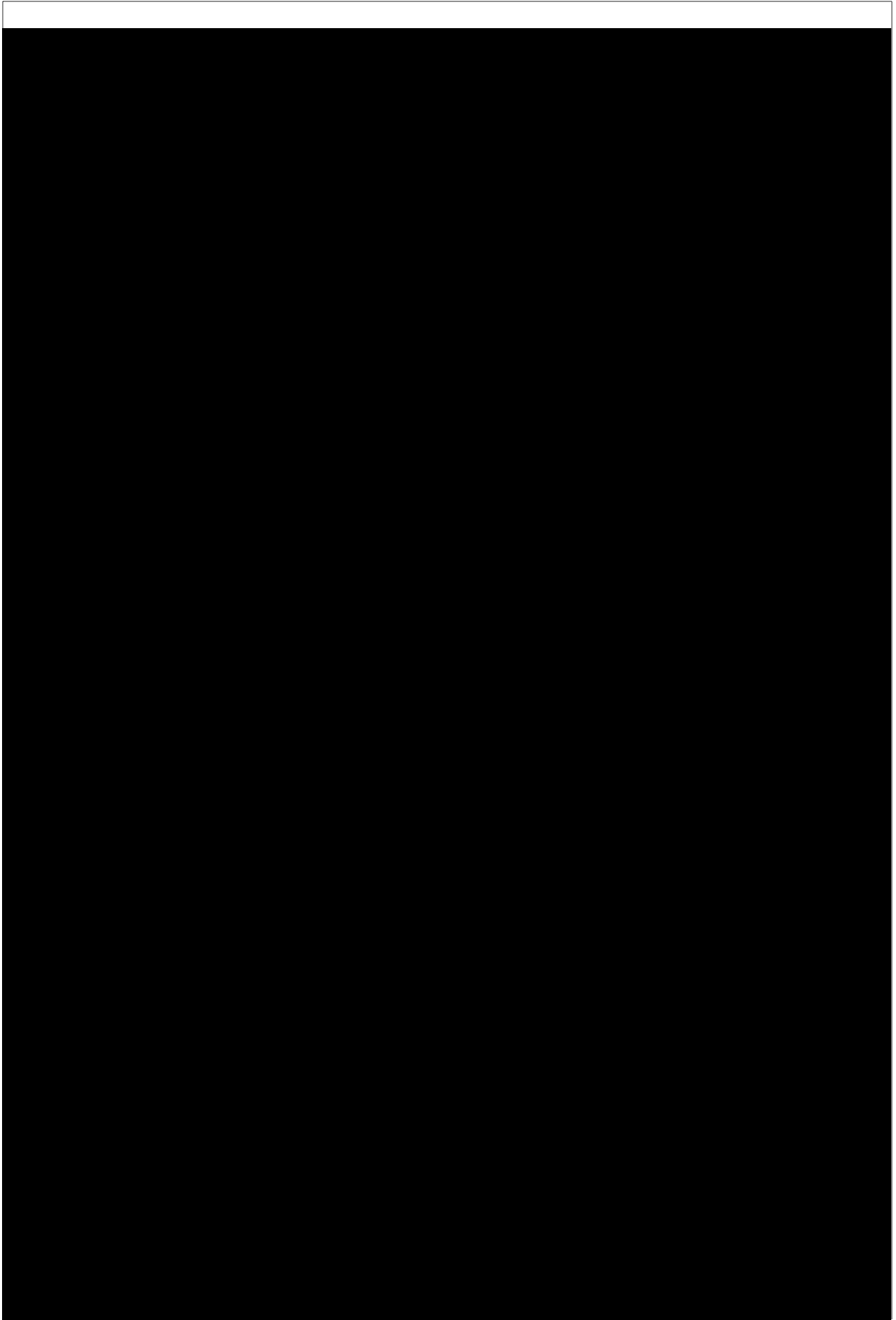
3 Q. Kind of all the continuum of the controlled
4 part as it relates to sales.

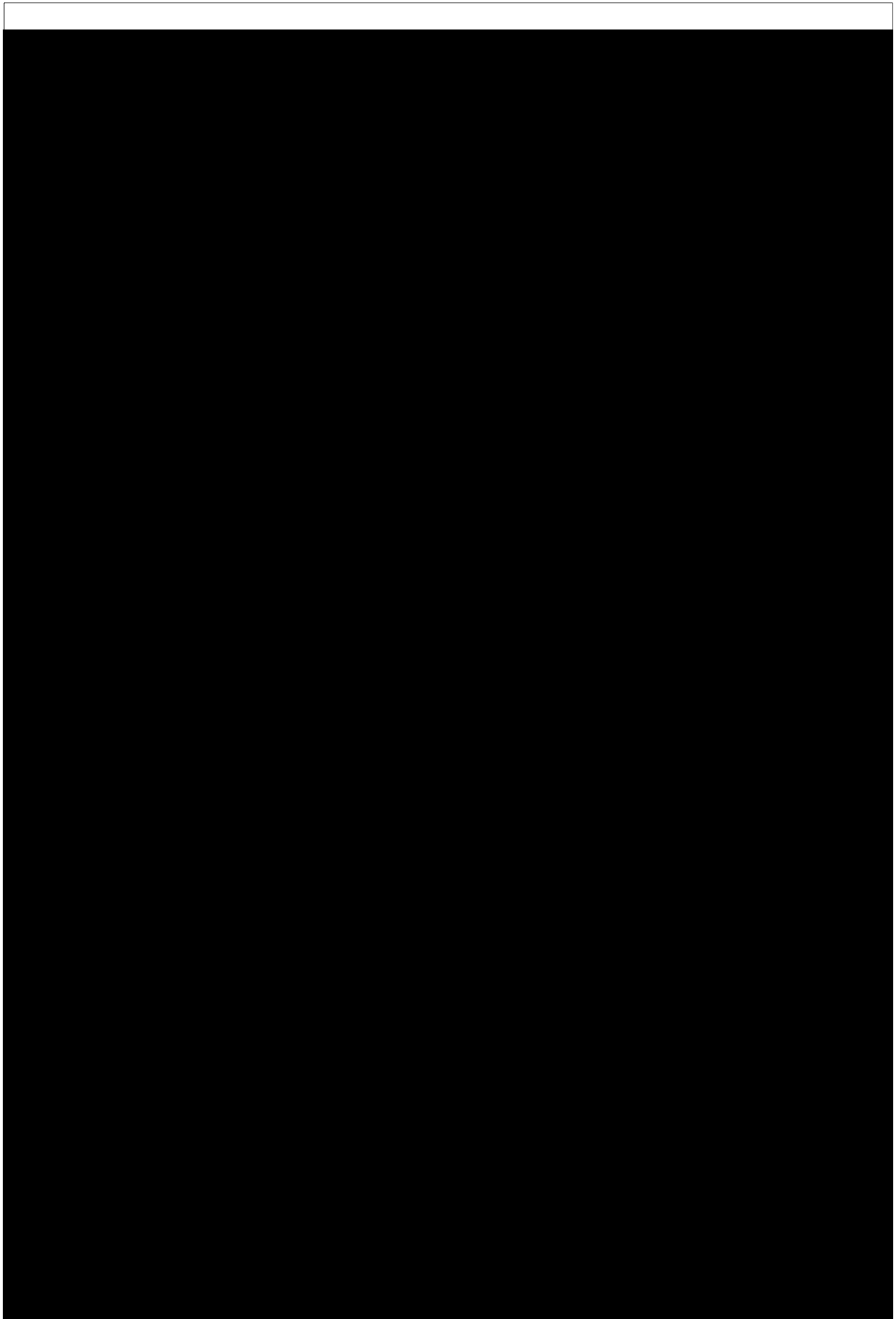
5 A. Okay.

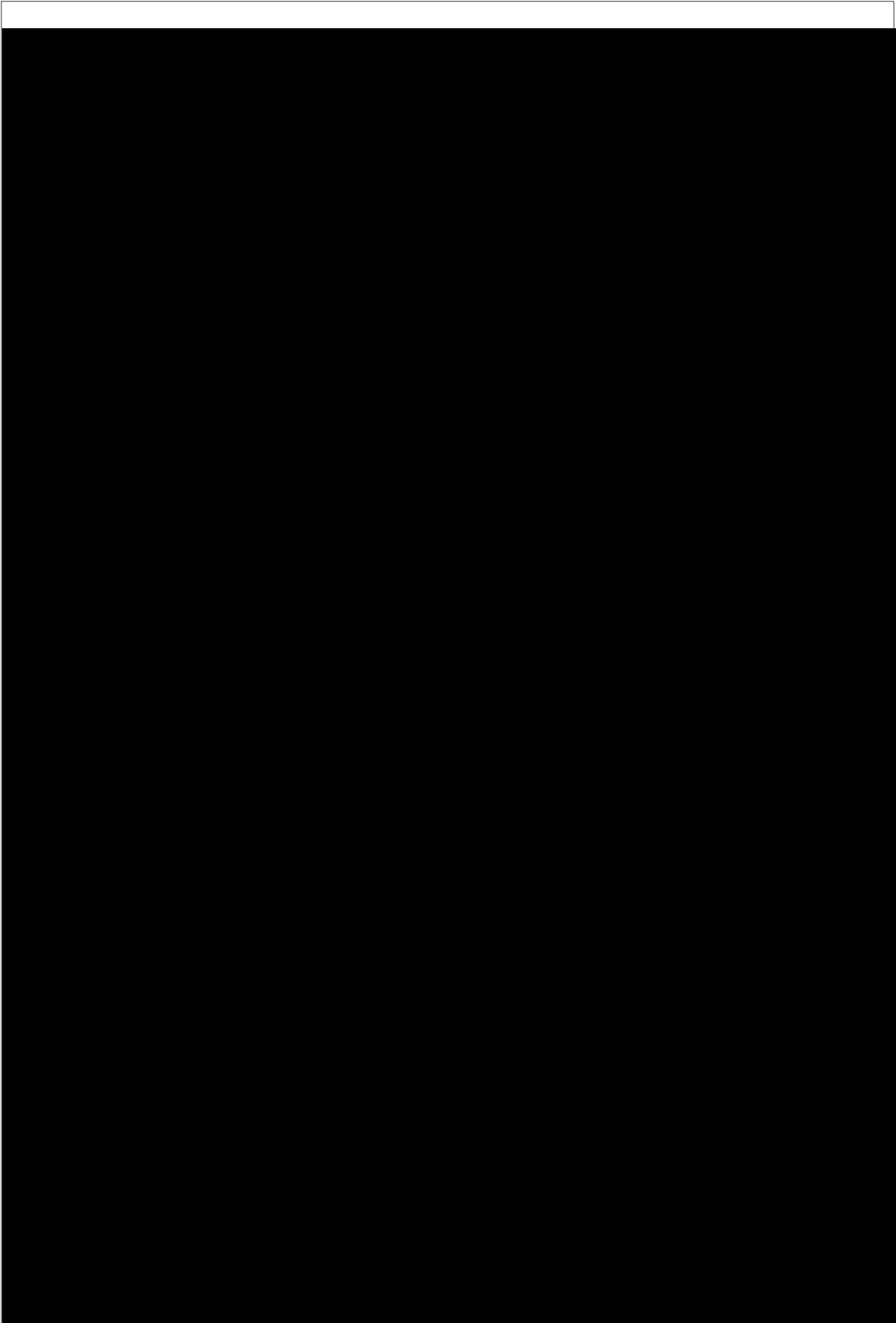
6 Q. Recognizing that you're not in compliance.

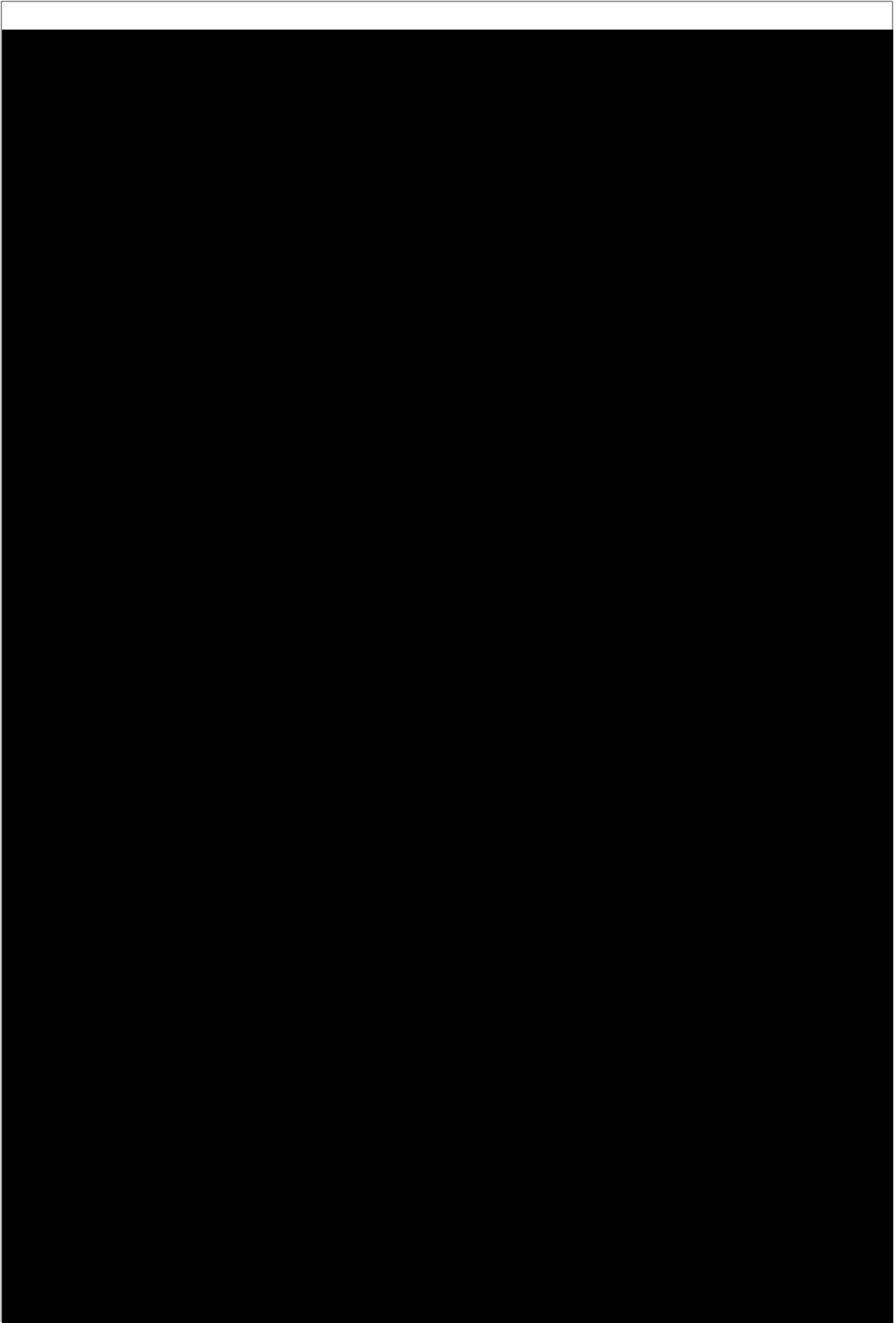
7 A. Correct.











7 Q. So sitting here, you don't know despite your
8 years of service at Anda, whether it was required
9 that when they discerned a suspicious order
10 concerning enough to shut off controls, whether they
11 also were required to report that to the DEA?

12 MS. KOSKI: Object to form; asked and
13 answered. Are you asking her a legal conclusion?

14 MS. RELKIN: I'm asking her knowledge.

15 MS. KOSKI: About a legal conclusion?

16 MS. RELKIN: She worked in a regulated
17 industry, yeah. It's not a legal conclusion.
18 It's guidelines and regulations governing her
19 industry.

20 MS. KOSKI: So Special Master Collins
21 ordered that you can't ask questions about
22 someone's interpretation of the law. I think
23 this question fairly calls for that. You don't
24 have to answer.

25 Q. I'm not asking for your interpretation. I'm

1 asking whether you were ever told by compliance at
2 Anda whether, when they shut down controls, because
3 it was a suspicious order, whether their protocol
4 also included reporting it to the DEA?

5 A. They did --

6 MS. KOSKI: That's a different question.

7 You can answer that one.

8 A. They did not share with us what their
9 protocol was with the DEA.

10 Q. And you didn't know one way or the other?

11 A. (Shaking head.)

12 MS. KOSKI: You have to answer out loud.

13 A. I did not know, no.

14 MS. LUND: Would this be a good time for a
15 break?

16 MS. RELKIN: Sure.

17 THE VIDEOGRAPHER: Off the record at 2:02.

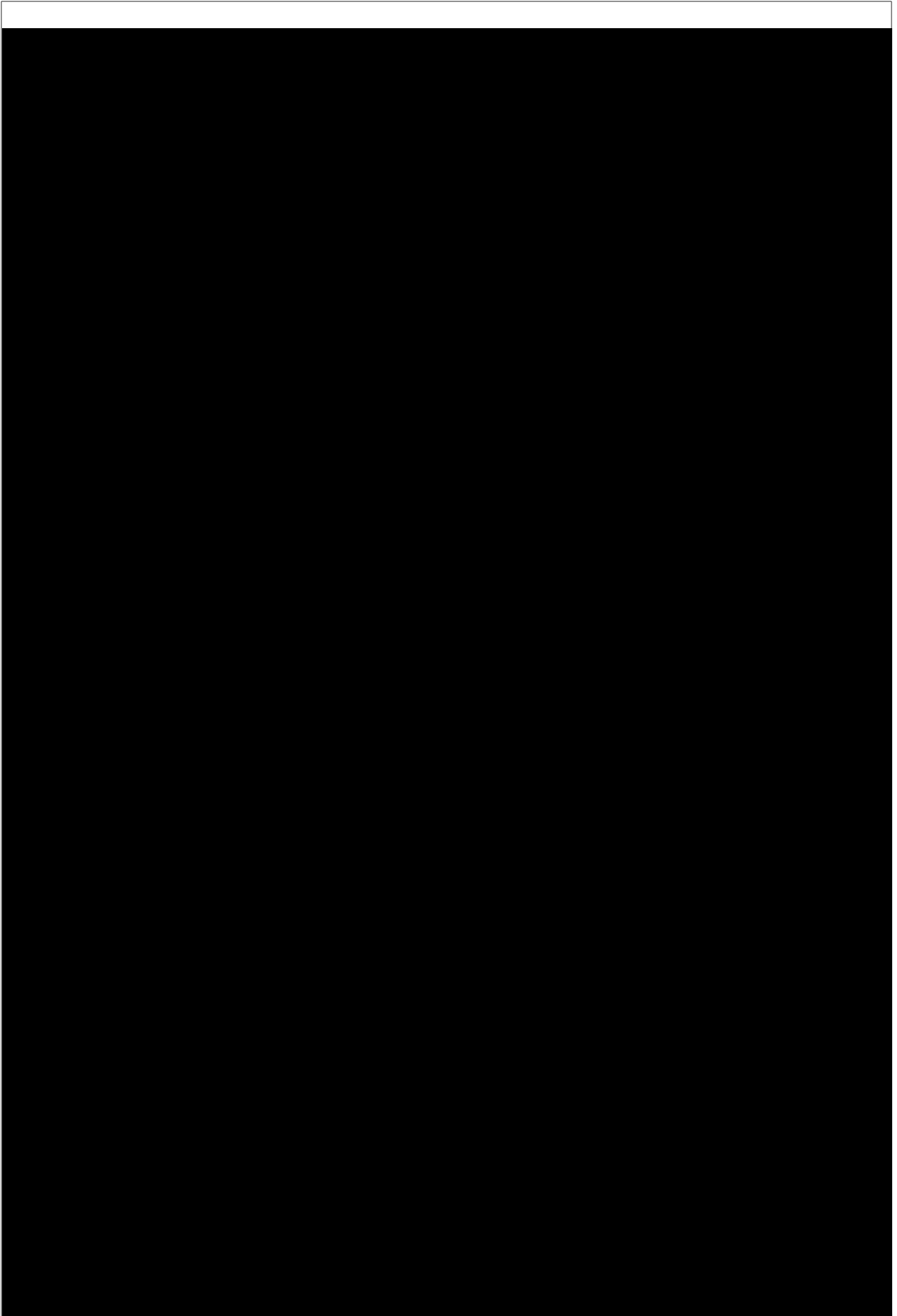
18 (Recess from 2:02 p.m. until 2:14 p.m.)

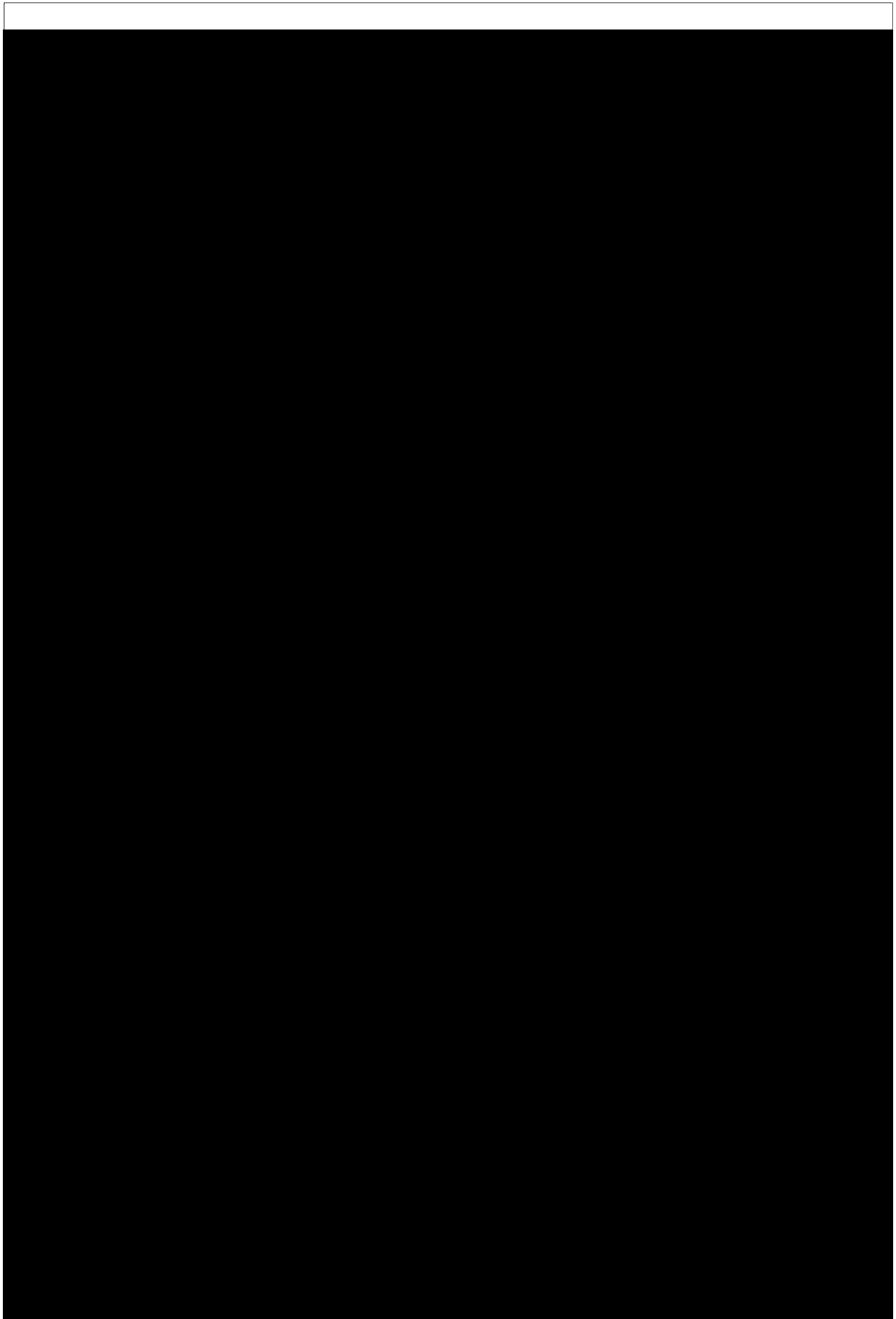
19 THE VIDEOGRAPHER: We're now back on the
20 video report at 2:14.

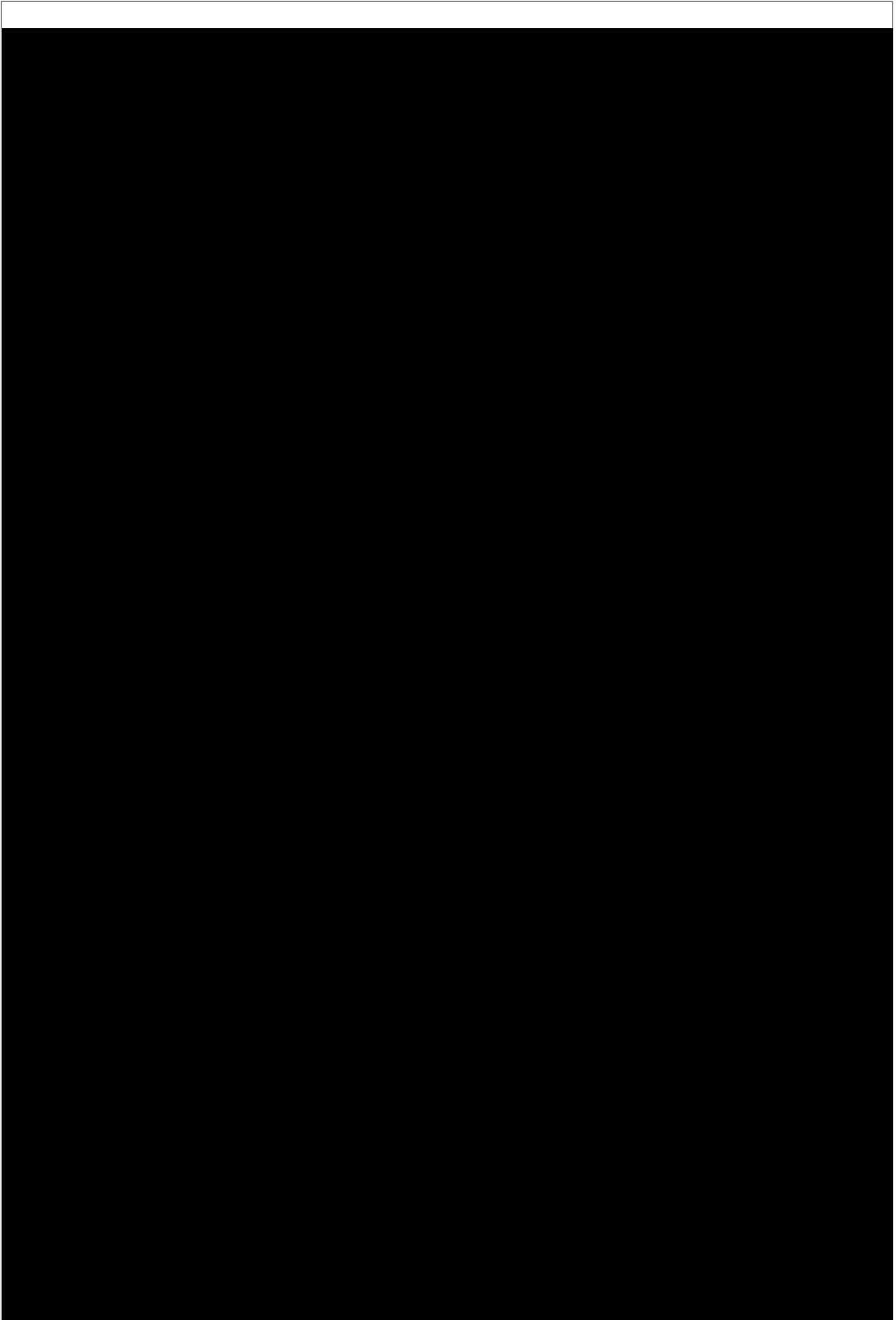
21 (Anda-Williams Exhibit 19 was marked for
22 identification.)

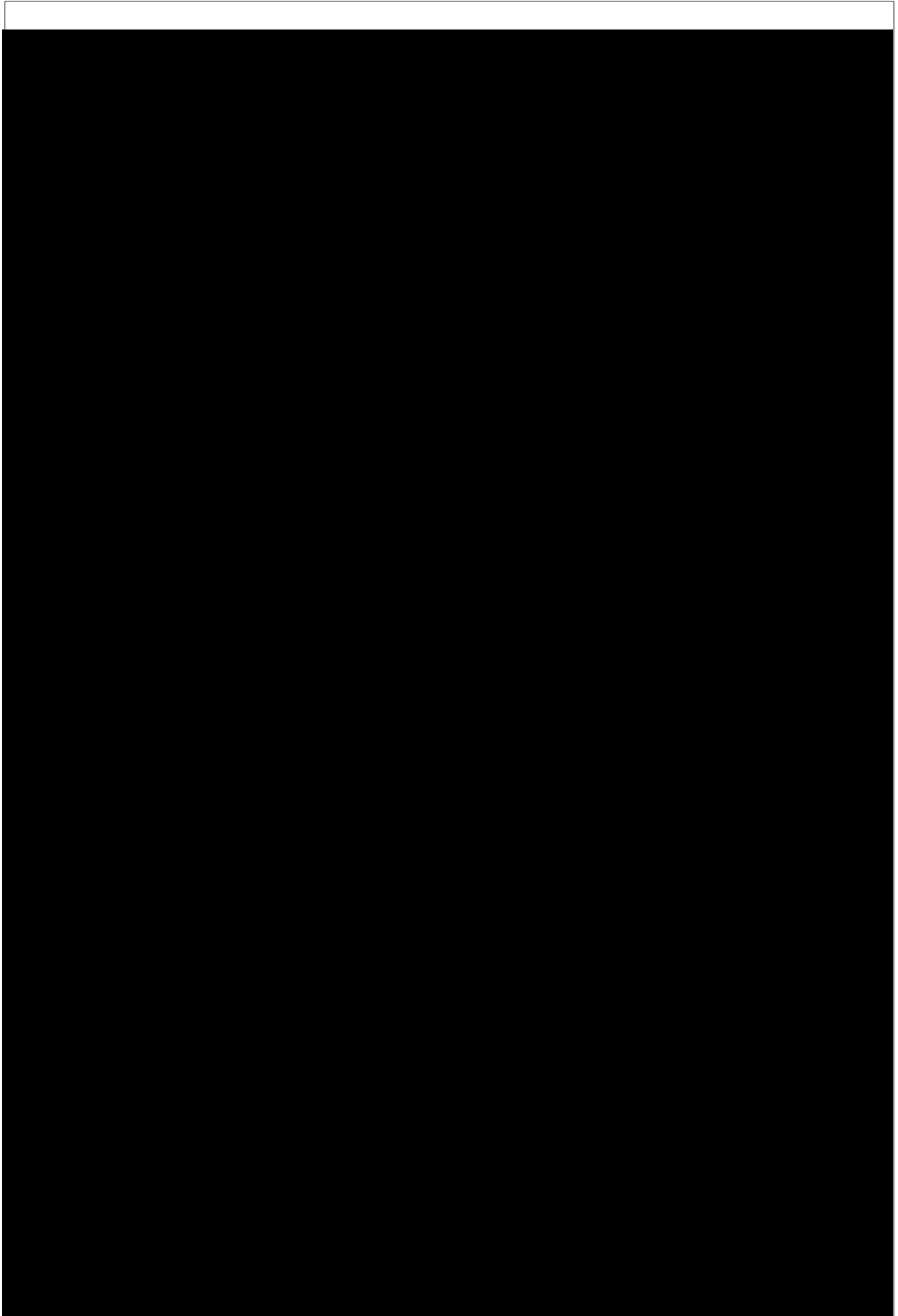
23 (Discussion off the record.)

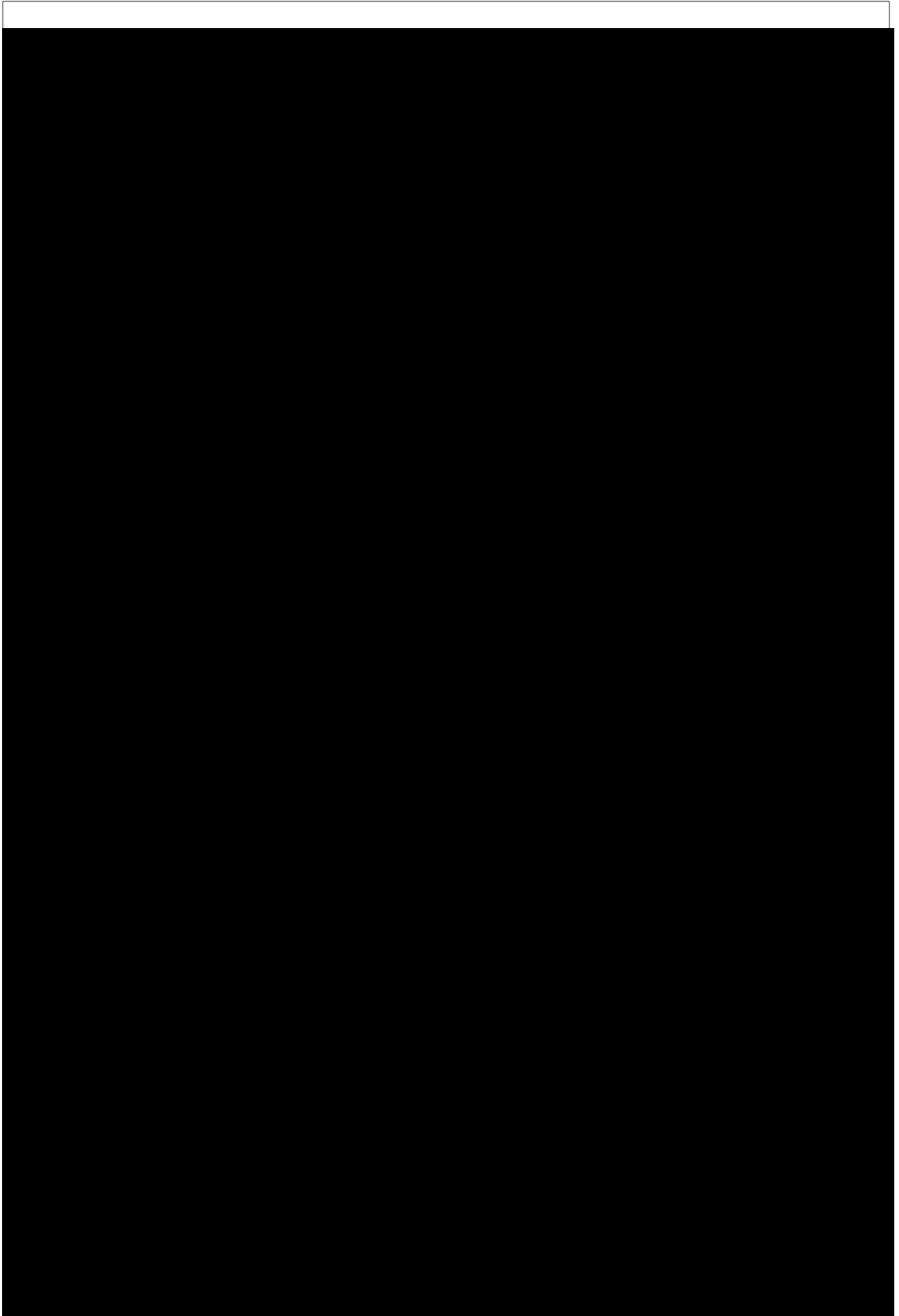
24 BY MS. RELKIN:

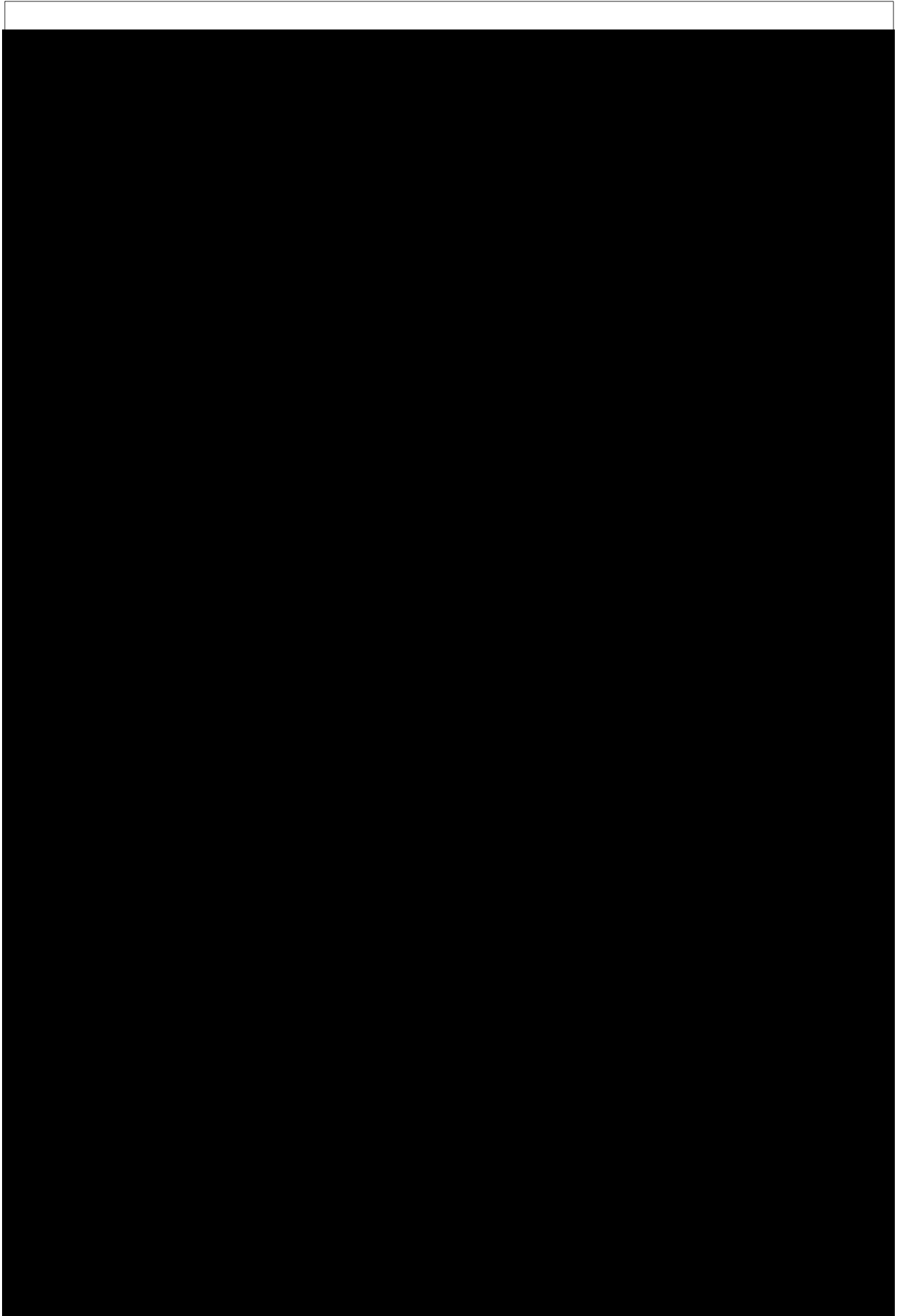








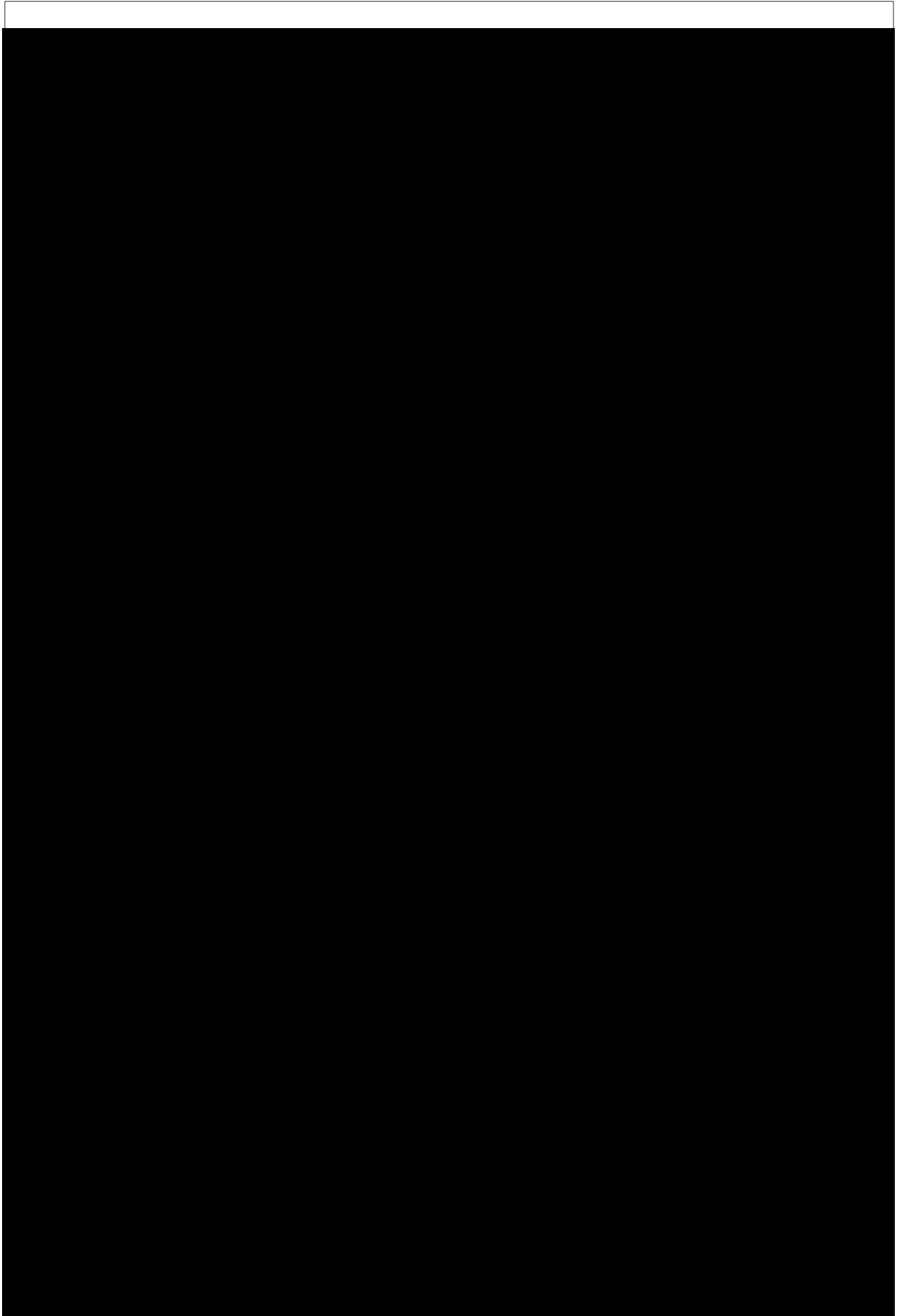


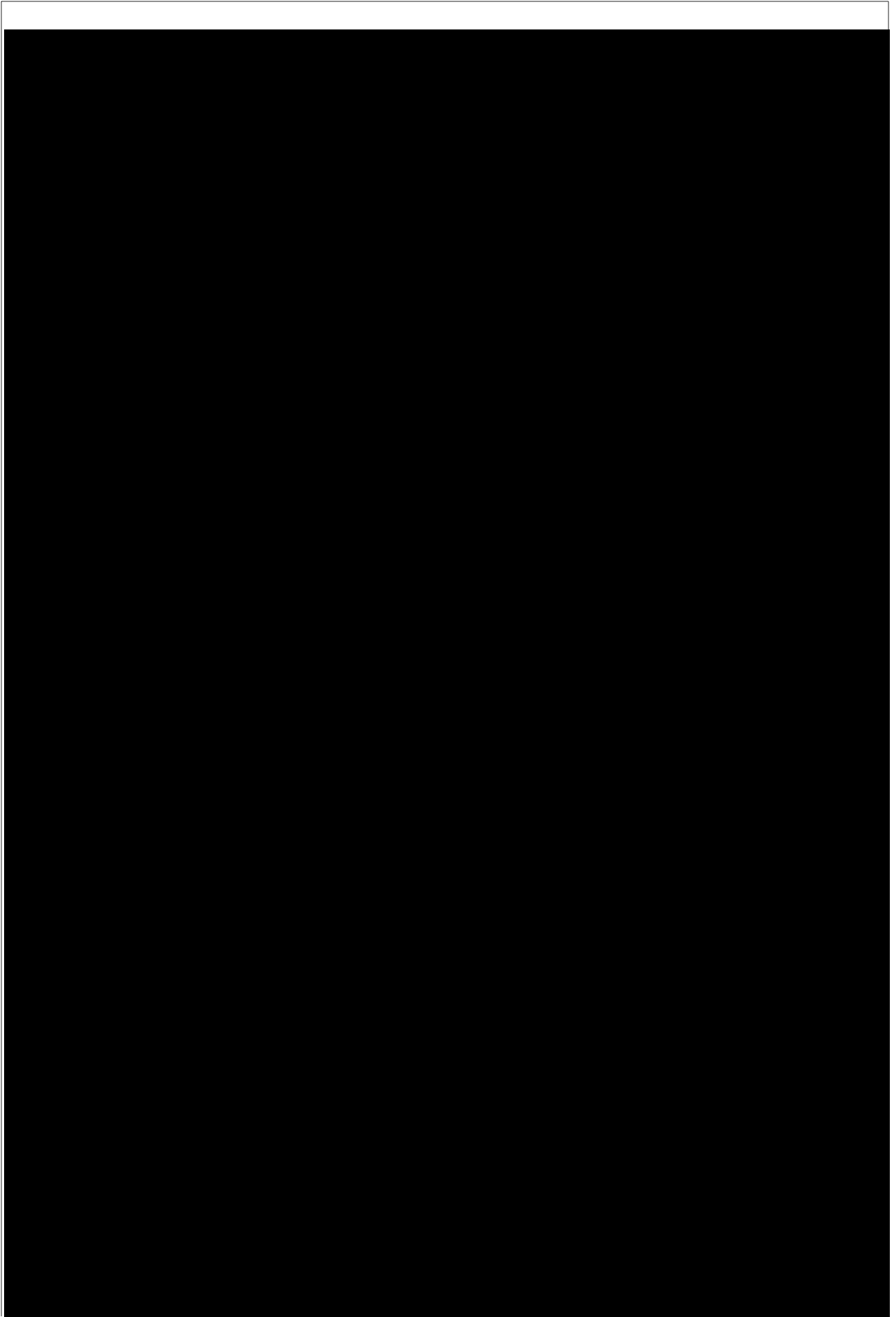


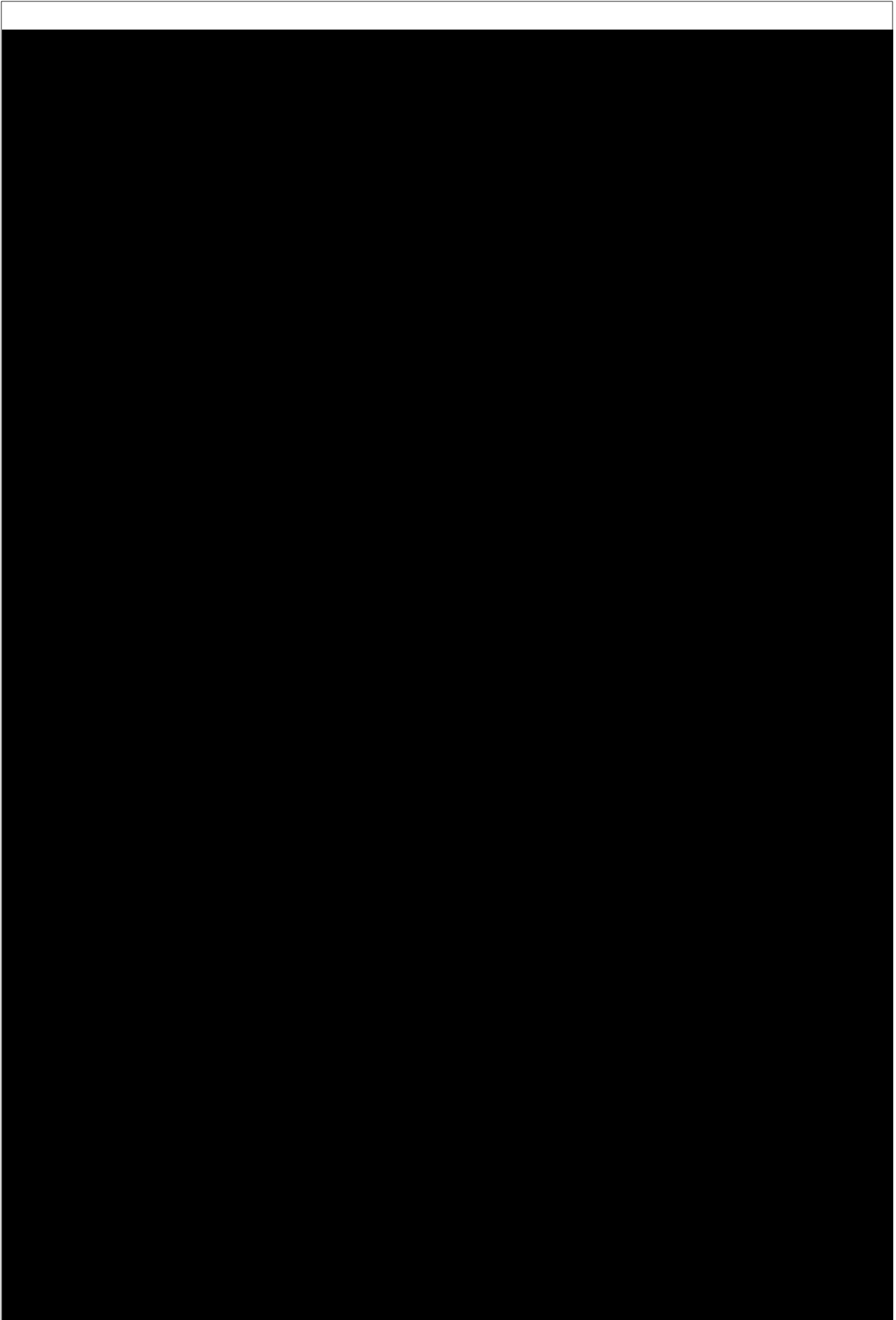
17 Q. Okay.

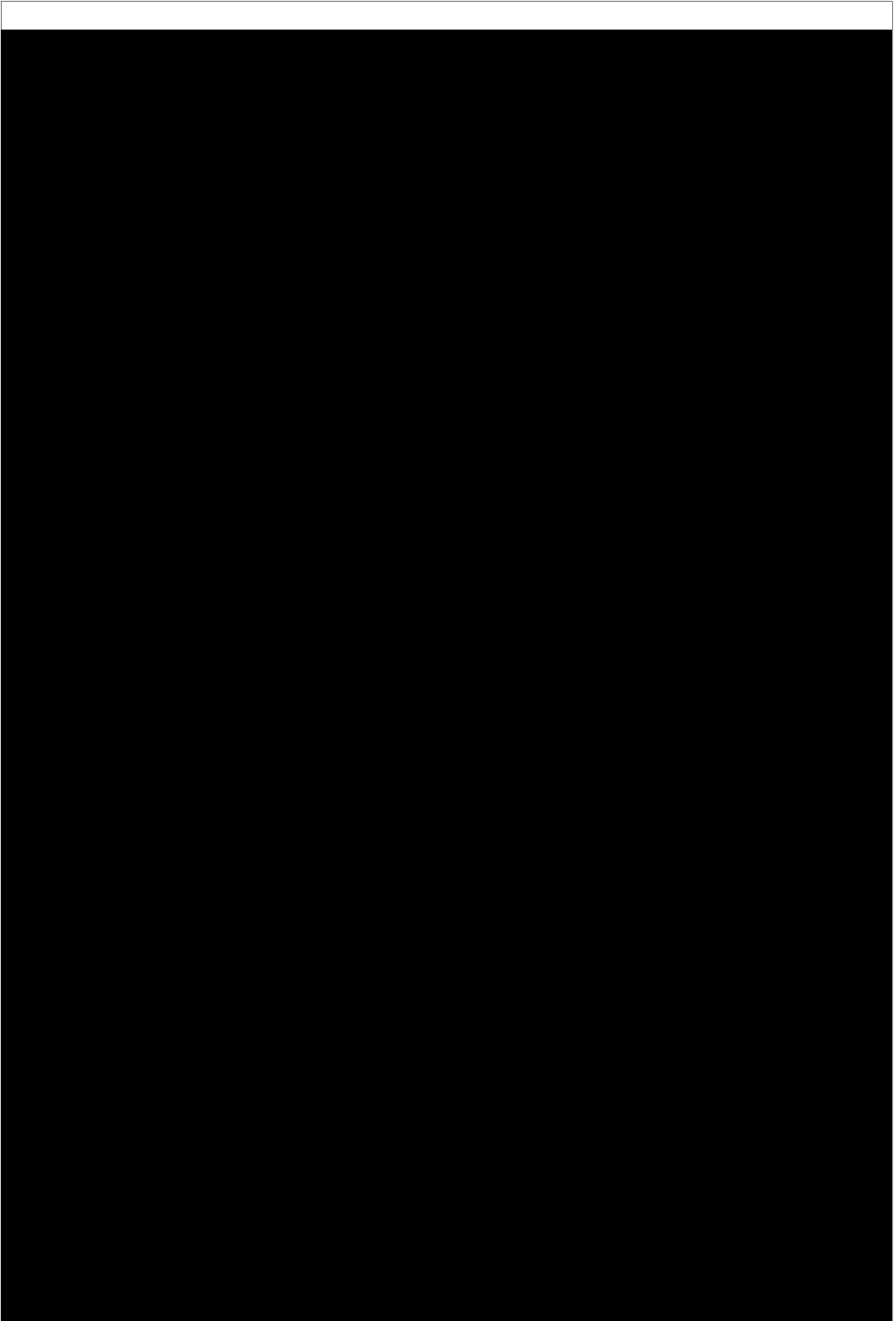
18 (Anda-Williams Exhibit 20 was marked for
19 identification.)

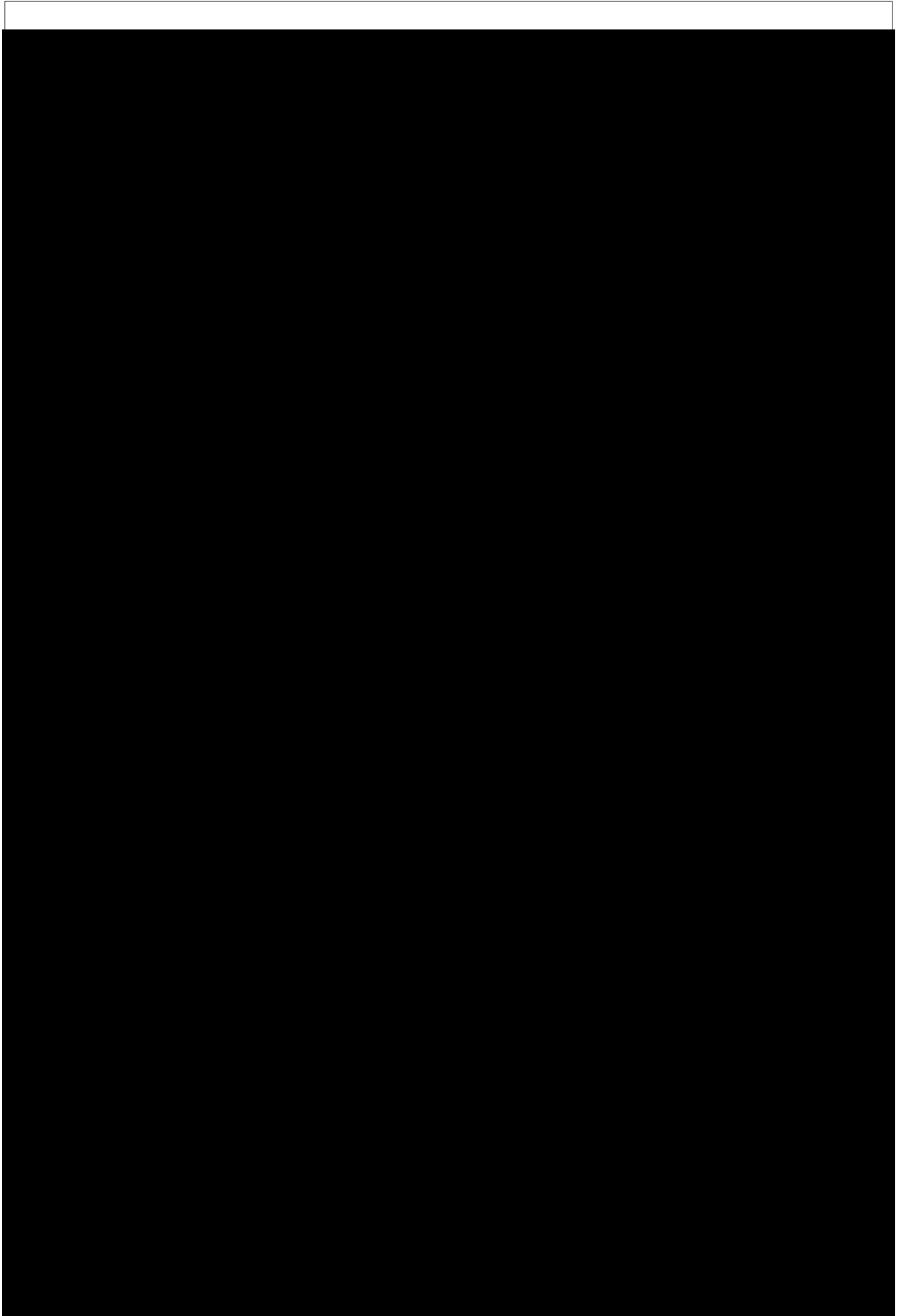
20 BY MS. RELKIN:

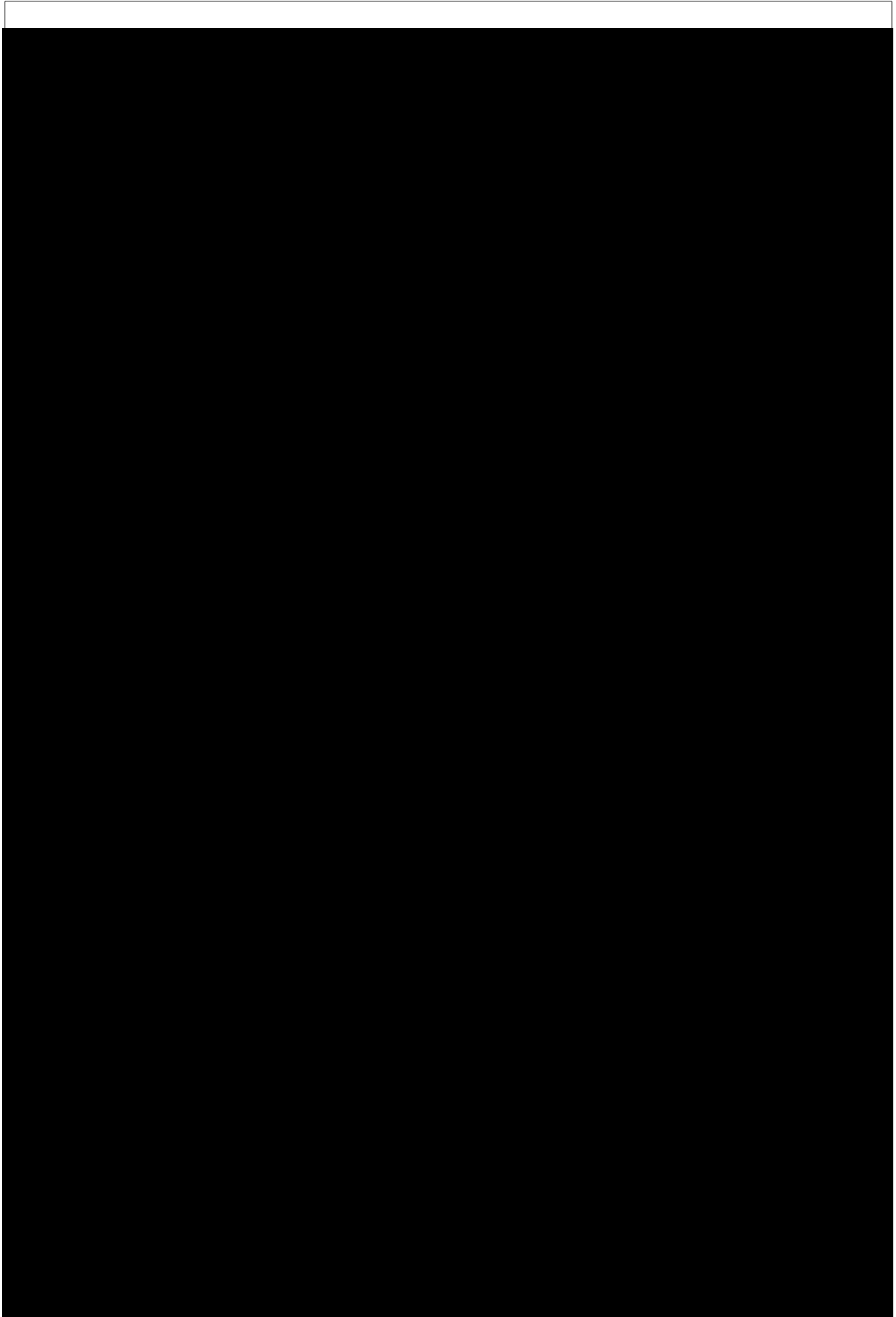












21 Q. What is your understanding of, if you have
22 any, of when you were required to get dispense data
23 from customers for controlled substances?

24 A. Whenever compliance asked us to. Most of
25 the time that would come when we were being -- sales

1 reps were submitting what's called an opportunity or
2 that's a work order through a system called Remedy,
3 we talked about Remedy a little bit earlier. One of
4 the functions in Remedy gave the sales reps an
5 opportunity to submit to compliance a request for an
6 increase, or for a family that they were not
7 currently purchasing. That Remedy opportunity went
8 to the sales manager to ensure that it was being
9 completed correctly before it went to compliance.
10 So the sales manager would review it, make sure the
11 dispense data was there. If it was being requested,
12 or that the questionnaire was there, and then send
13 that on to compliance. Compliance would then review
14 it, they get back to us and send the opportunity
15 back to the manager and to the sales rep and say
16 either it was approved, declined or we need more
17 information, please get us dispense data.

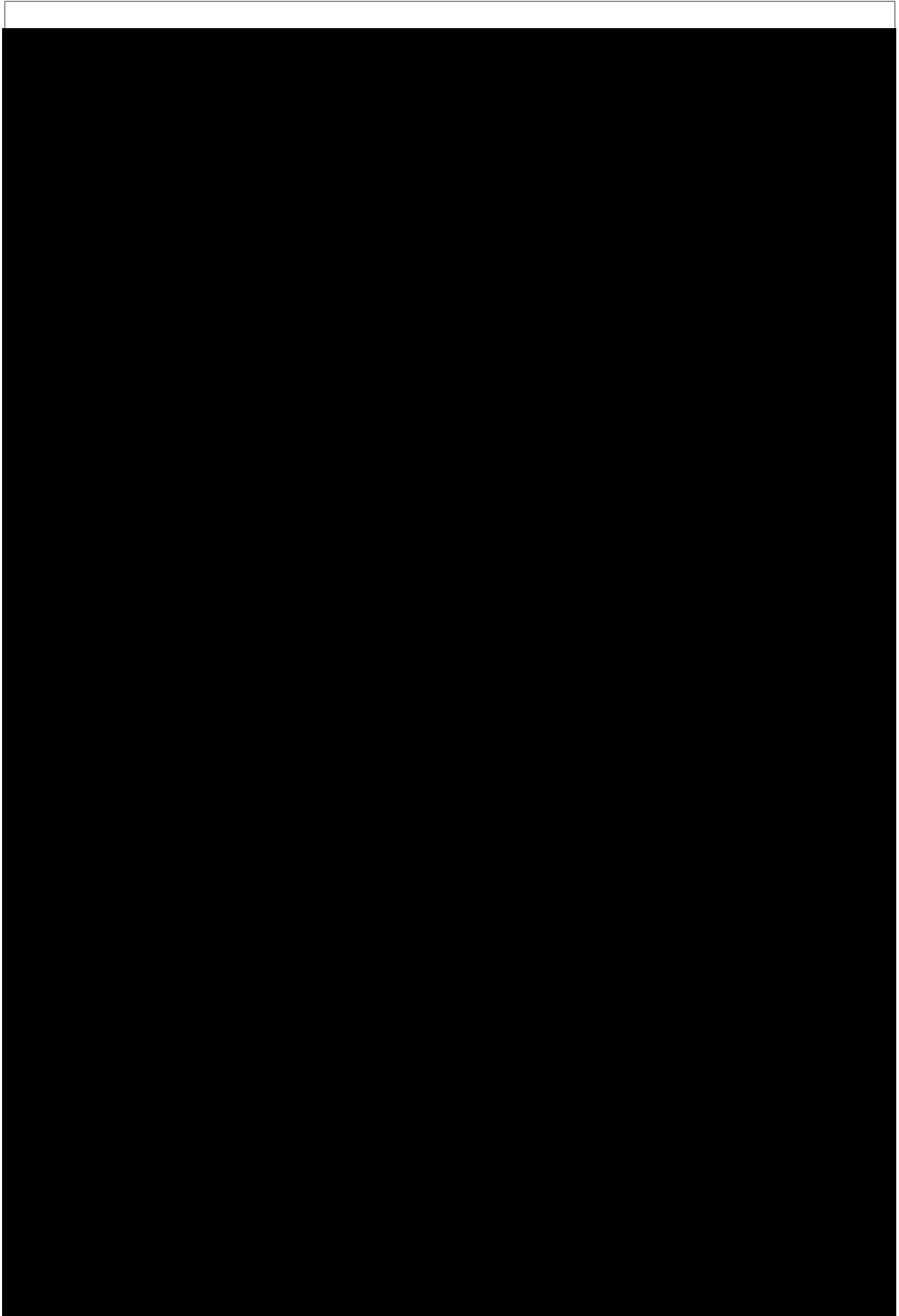
18 Q. Do you know whether compliance was able to
19 get from IMS that dispense data on the particular
20 customers?

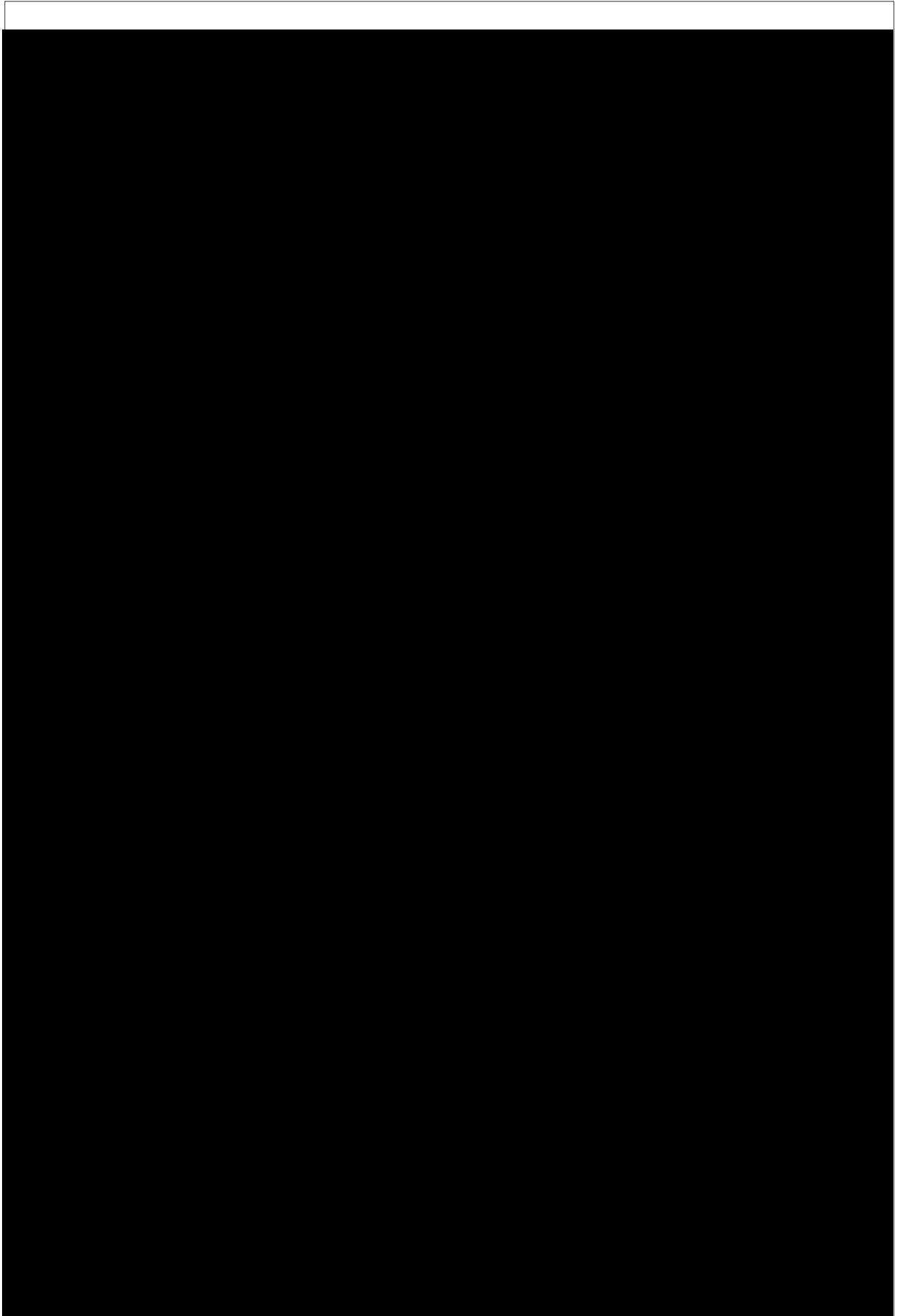
21 MS. KOSKI: Object to form.

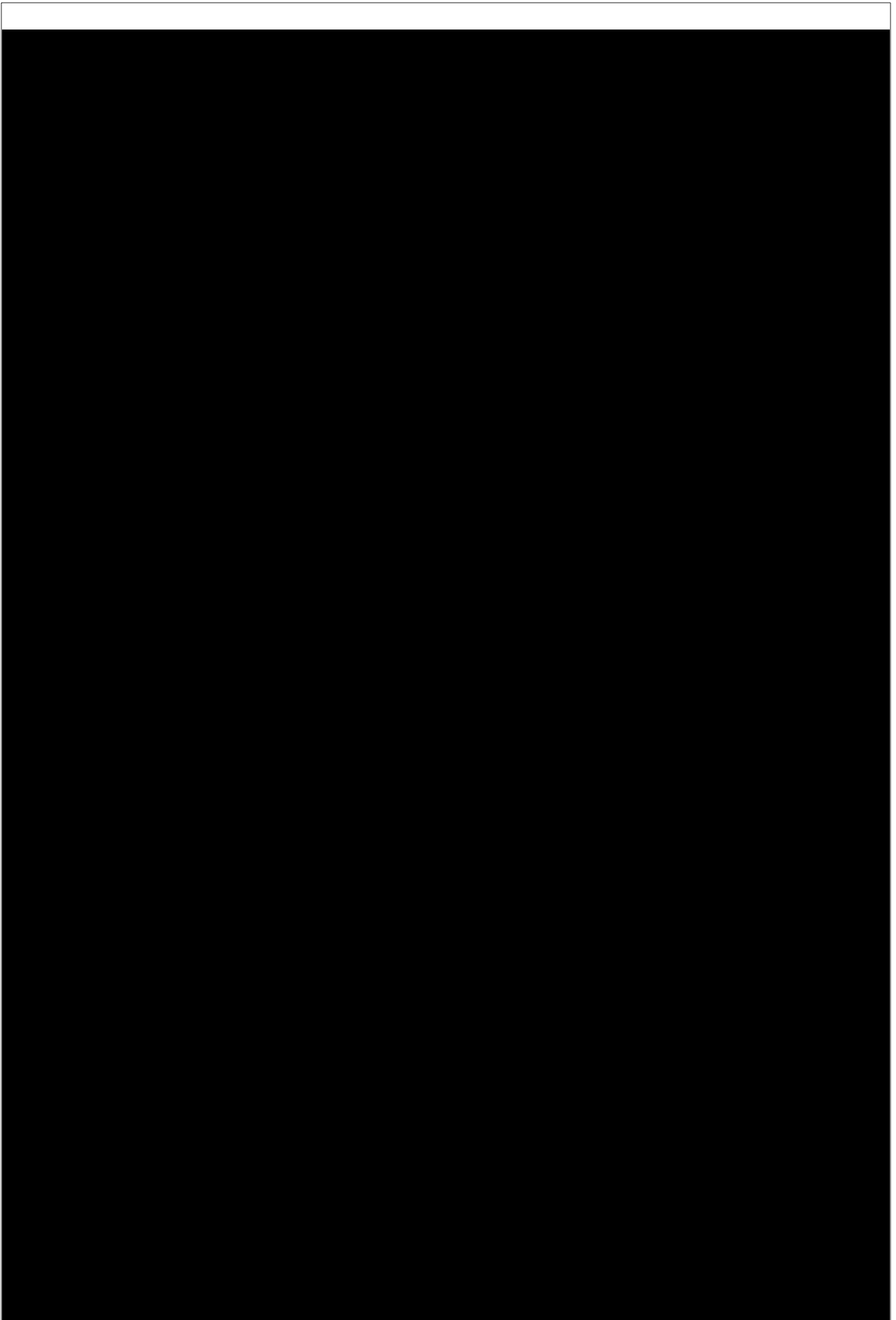
22 A. I do not know.

23 (Anda-Williams Exhibit 21 was marked for
24 identification.)

25 BY MS. RELKIN:







18 (Anda-Williams Exhibit 22 was marked for
19 identification.)
20 BY MS. RELKIN:
21 Q. It's a little one. Exhibit 22 is number
22 72179, and do you see that this is an e-mail from
23 you to Emily Schultz and Michael Cochrane on
24 March 8th, 2011?
25 A. (Nodding head.)

1 Q. Yes?

2 A. Uh-huh. Yes.



16 MS. KOSKI: Slow down a little bit for the
17 reporter.

18 THE COURT REPORTER: Thank you.

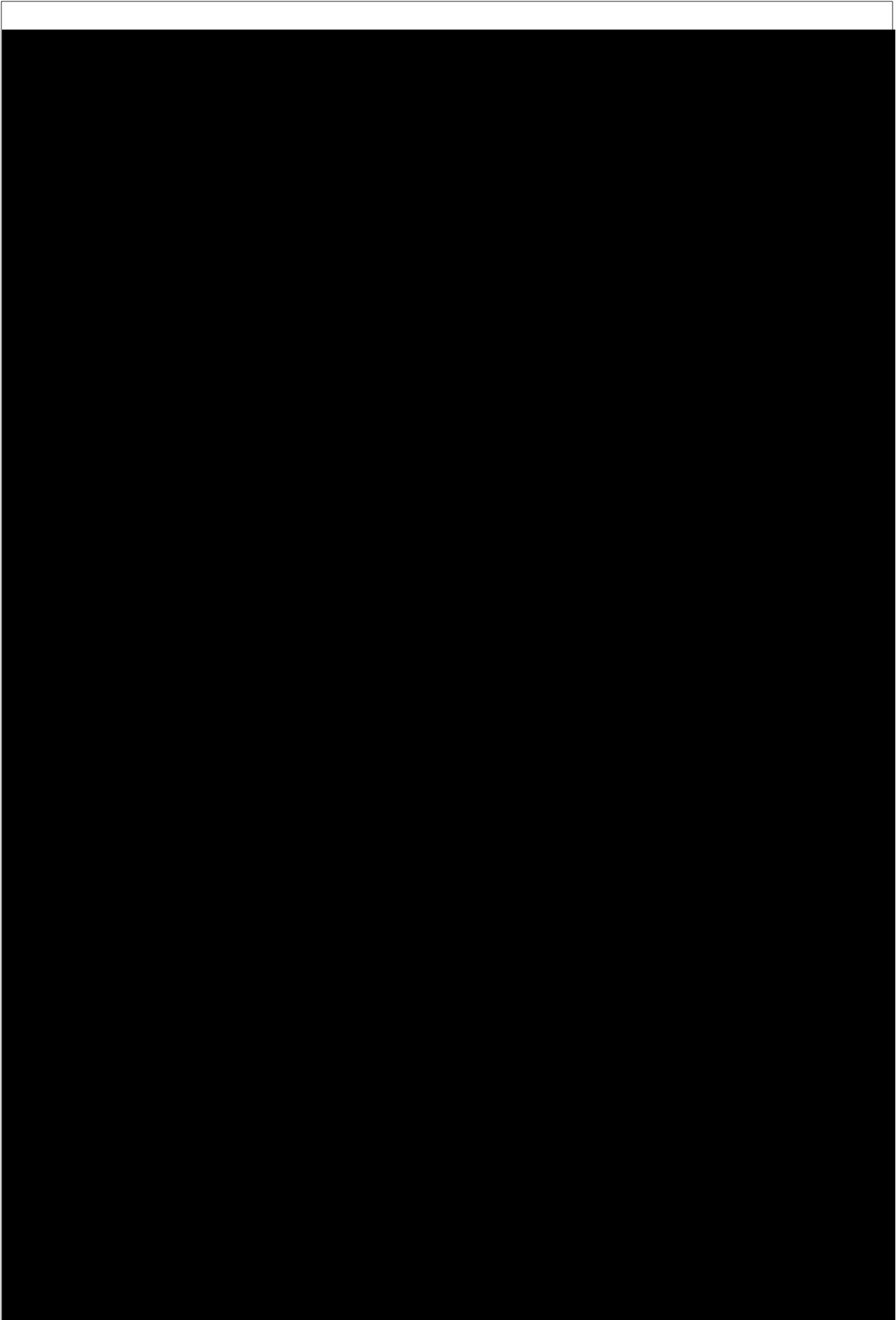
19 THE WITNESS: So sorry.

20 MS. KOSKI: Her fingers are smoking over
21 there.

22 A. All right.

23 THE WITNESS: Do you want me to repeat it
24 back?

25 THE COURT REPORTER: Please.



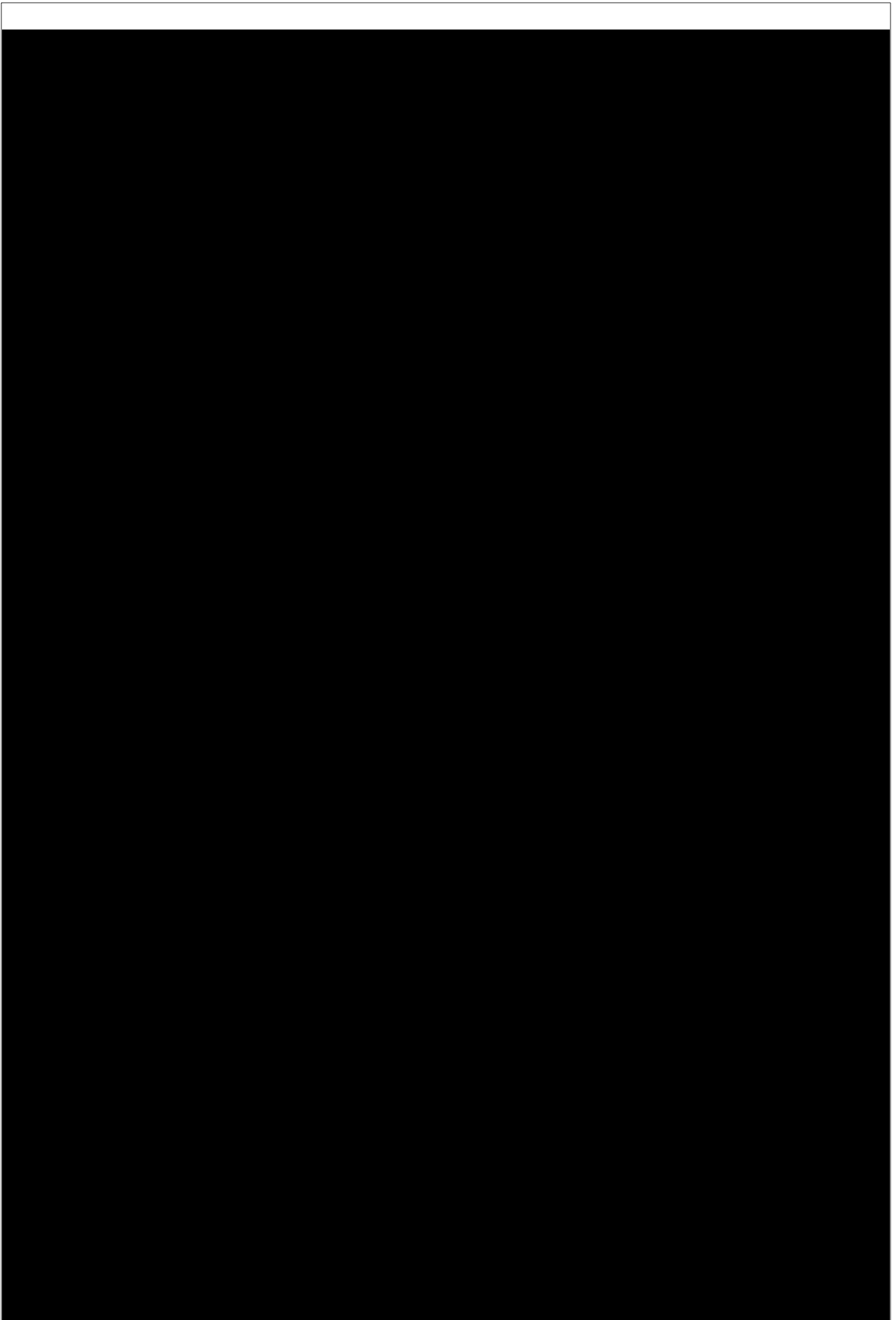
3 (Anda-Williams Exhibit 23 was marked for
4 identification.)

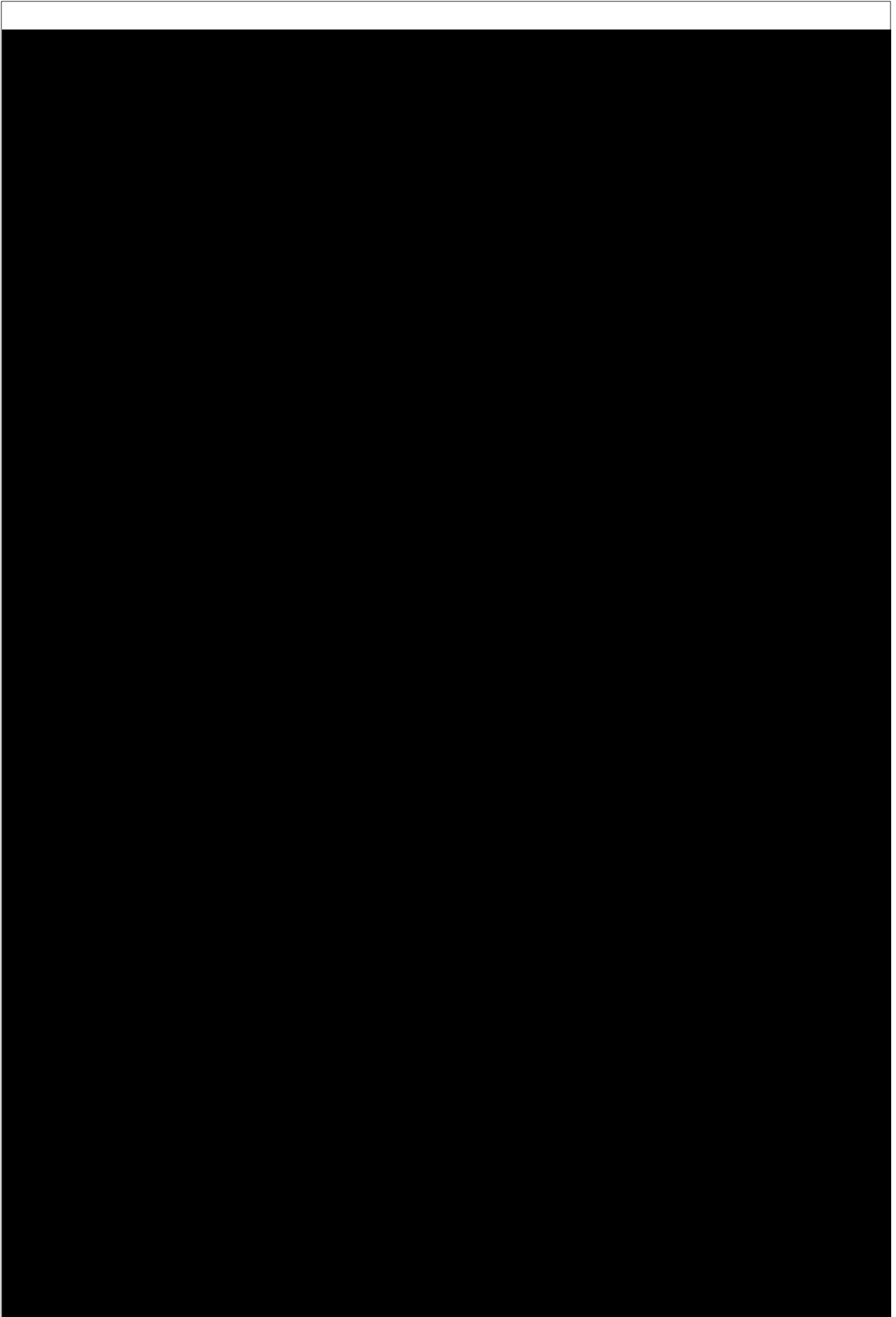
5 MS. RELKIN: This is one of these horizontal
6 ones. This is one that didn't have a Bates
7 number, so we have a cover page up front. The
8 cover page was --

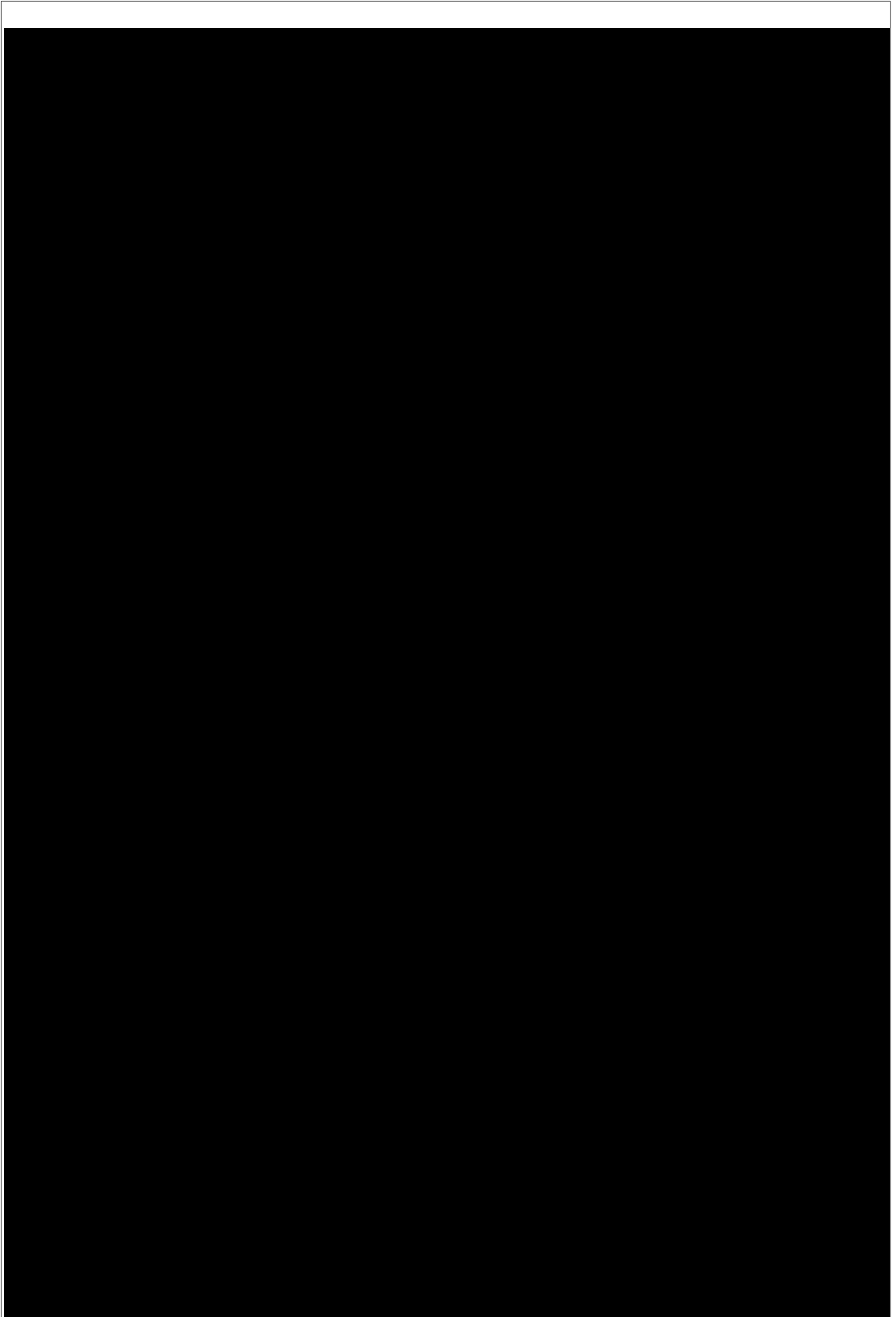
9 MS. KOSKI: Produced in native or something?

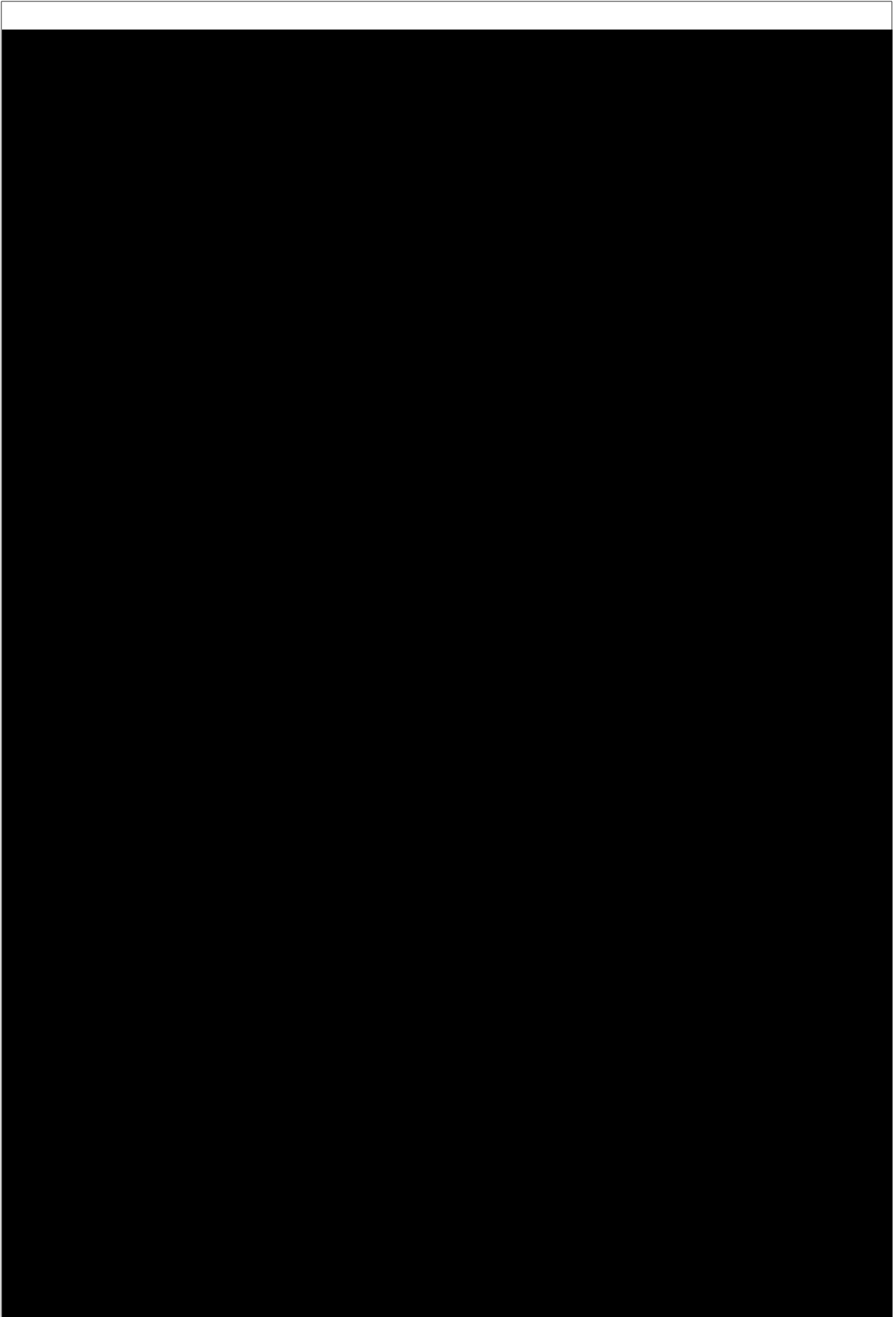
10 MS. RELKIN: Yeah, I guess that must be the
11 reason, or it looks like actually the original,
12 it looks like it was slightly cut off on the
13 bottom, if that's how the document was as
14 produced. So the document number is 554323 and
15 this is Exhibit 23.

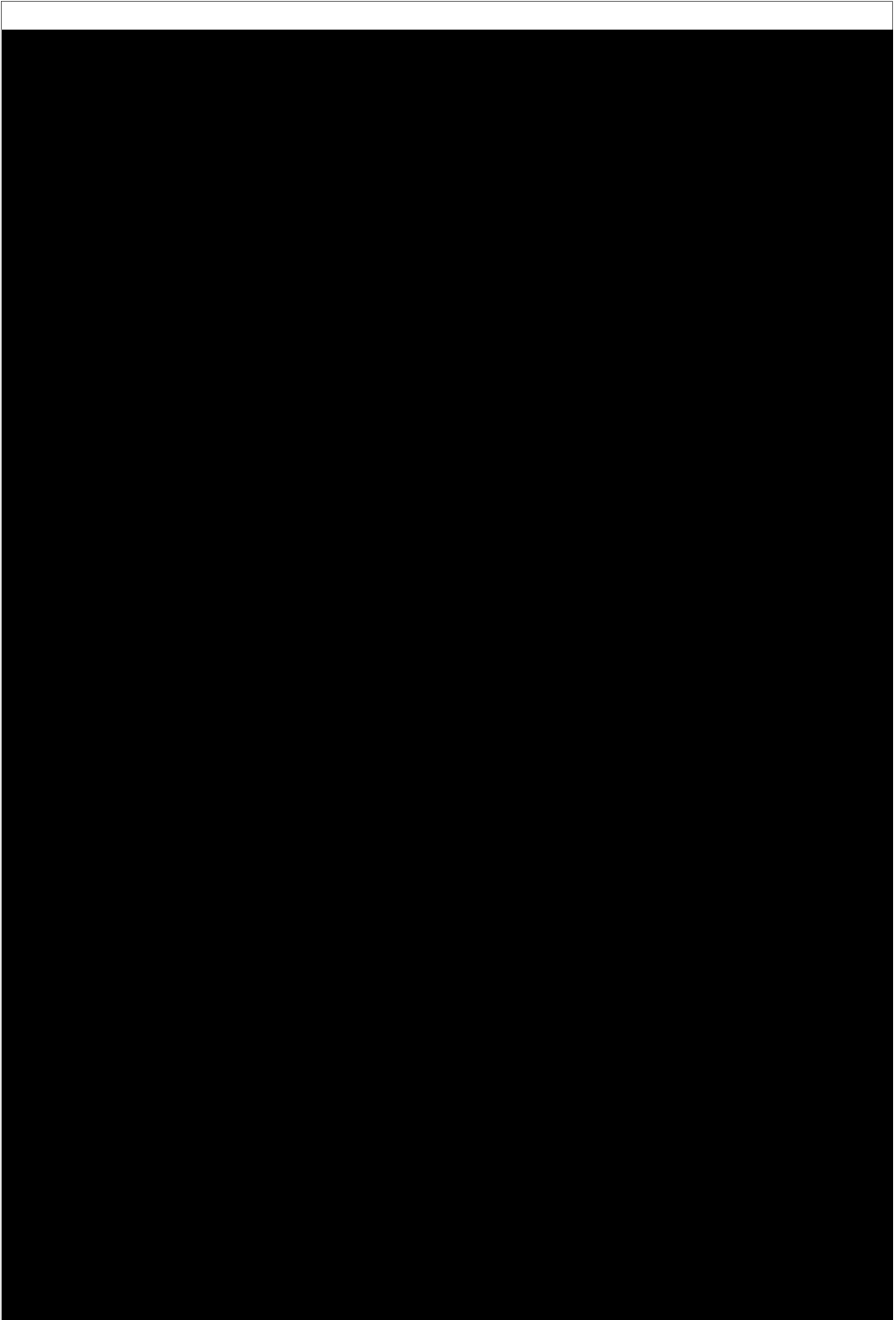
16 BY MS. RELKIN:











8 MS. KOSKI: Object to form.

9 A. Correct, but the questionnaire was there but
10 not the dispensing data.

11 (Anda-Williams Exhibit 24 was marked for
12 identification.)

13 BY MS. RELKIN:

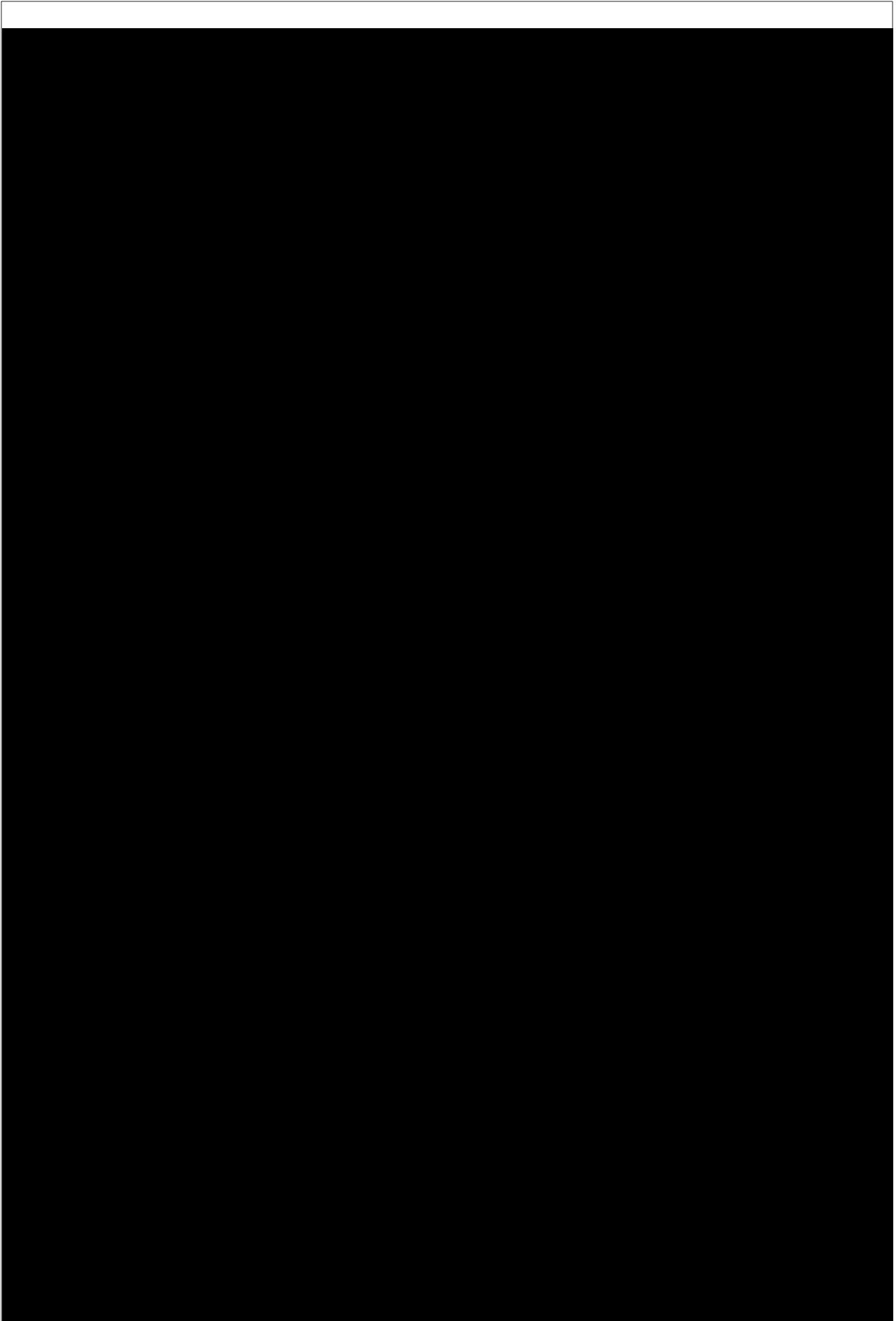
14 Q. Next document. I've marked as Exhibit 24 a
15 document stamped 708146.

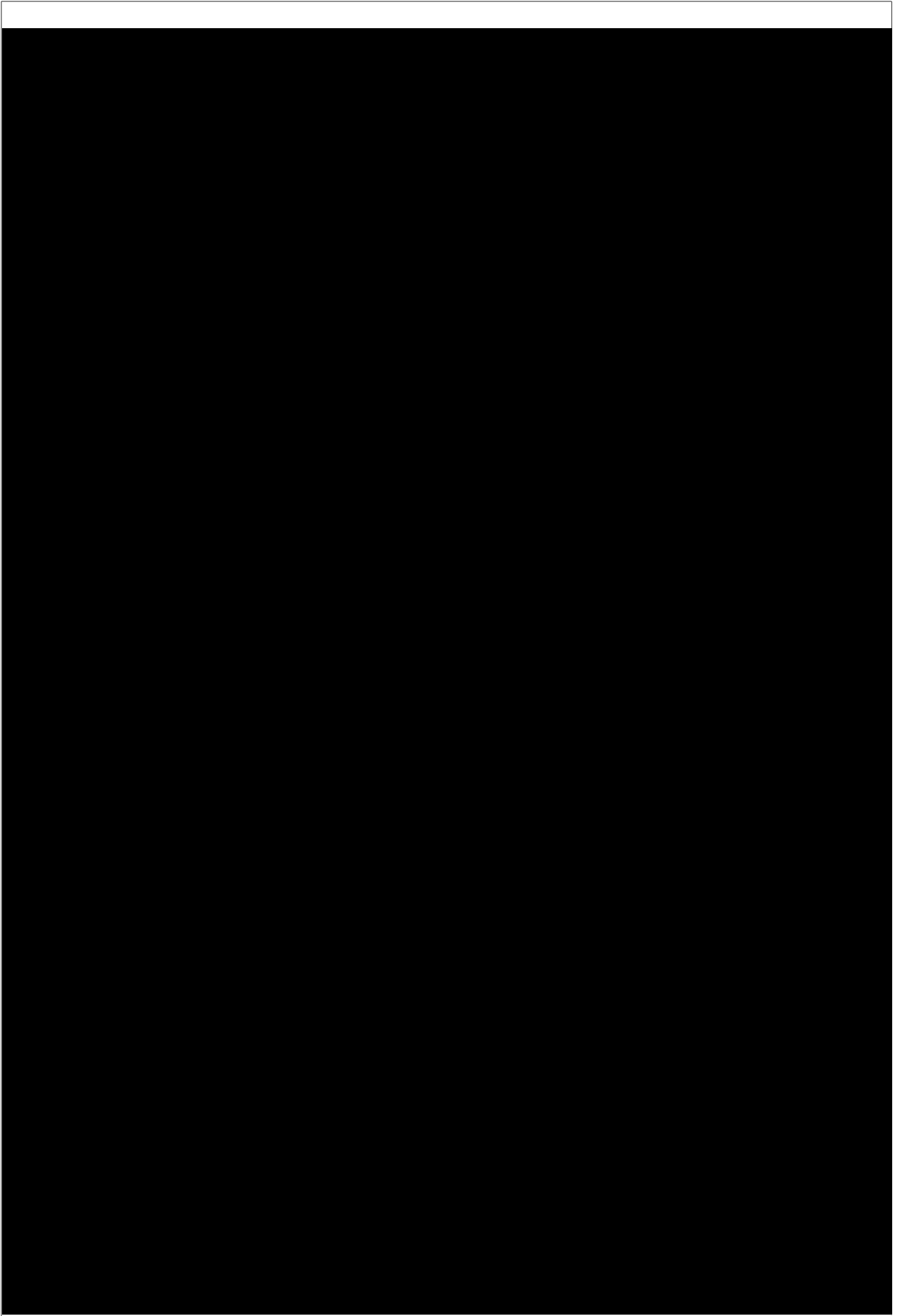
16 MS. KOSKI: This seems to be a long one, if
17 you need a second.

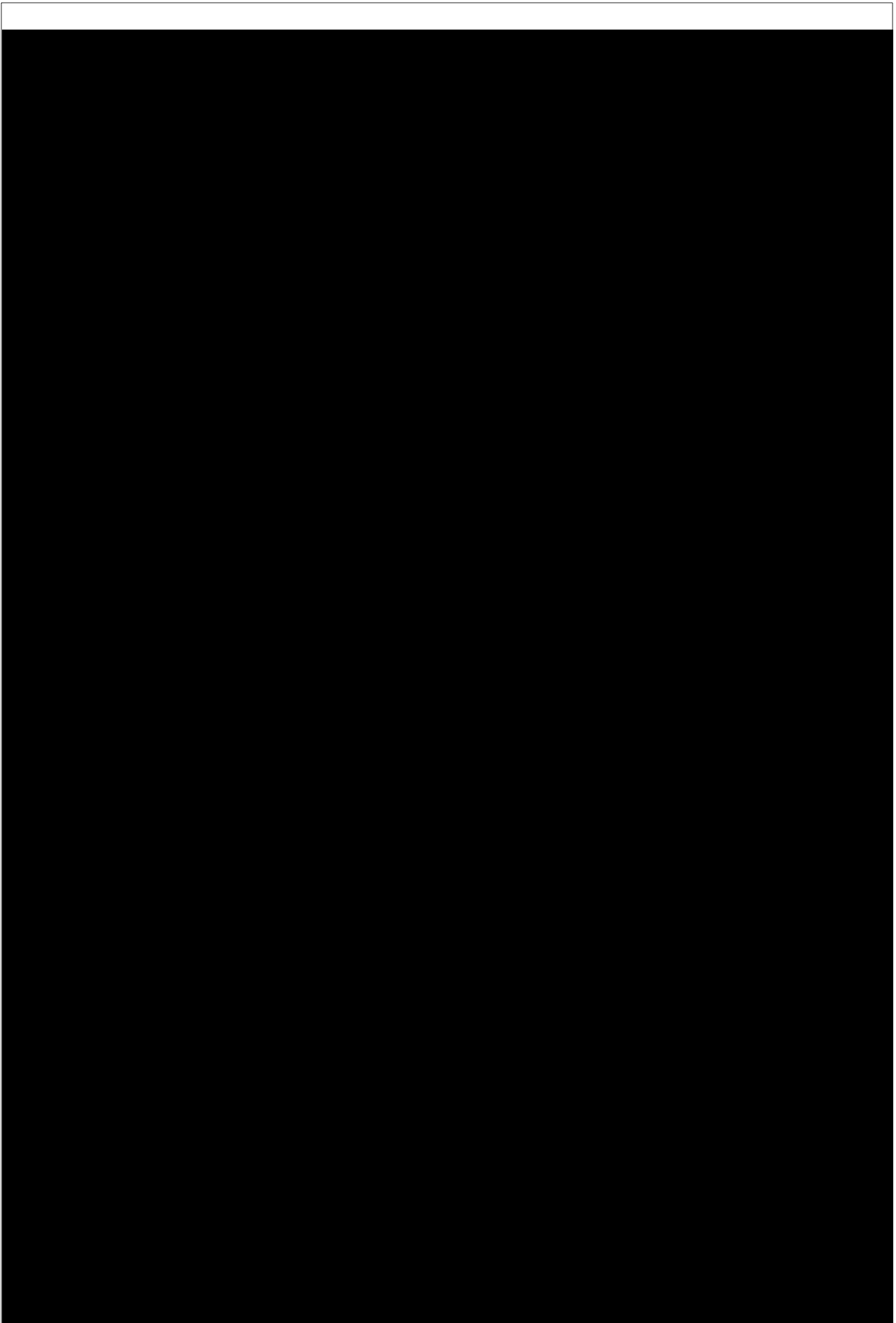
18 A. Yeah, it's tied to the one -- the e-mail
19 before.

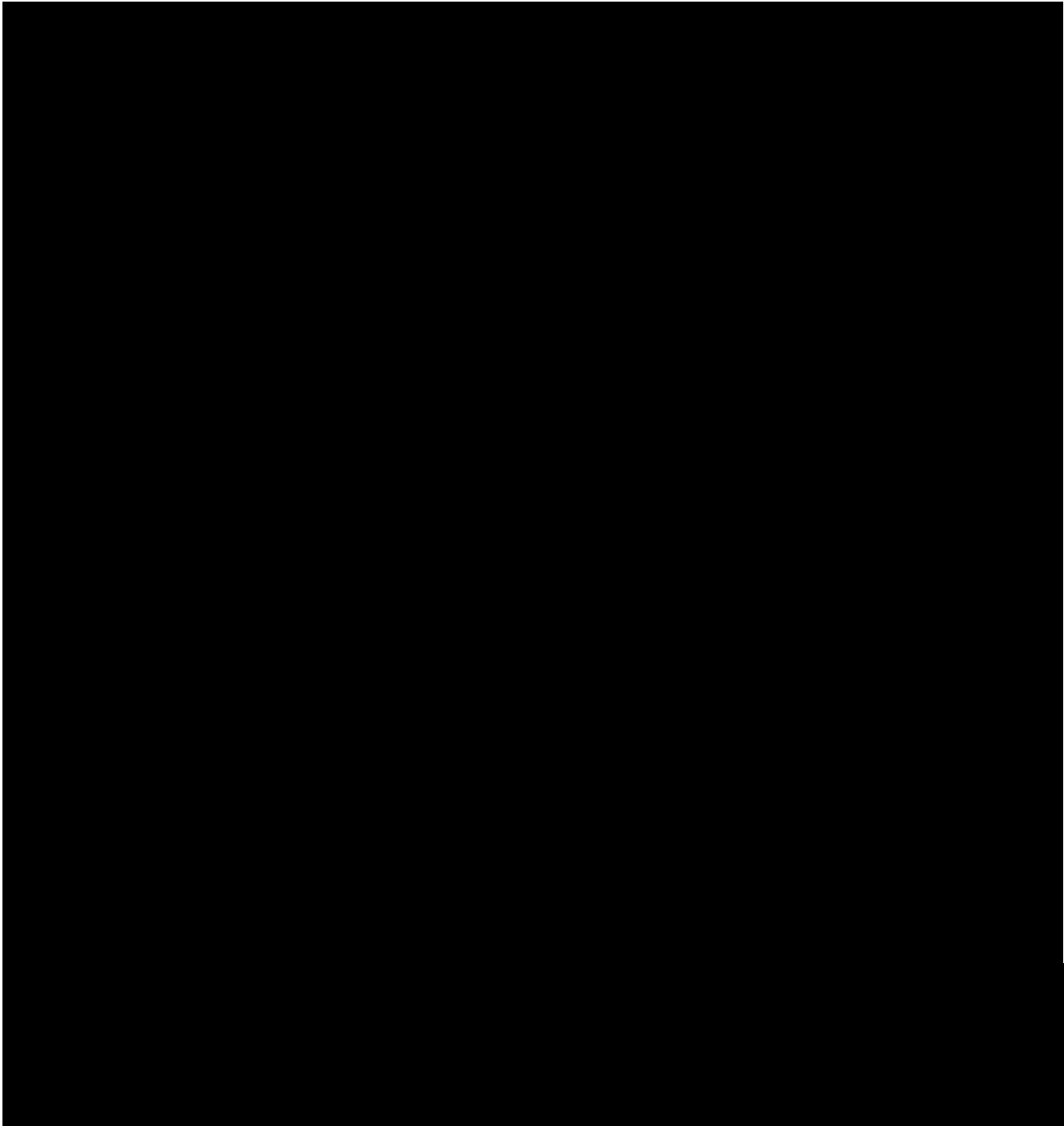
20 Q. Right.

21 MS. KOSKI: I just said it was a long
22 e-mail, if she needs to look at it, it's got a
23 lot of pages.









19 Q. How many pharmacies did Epic encompass?

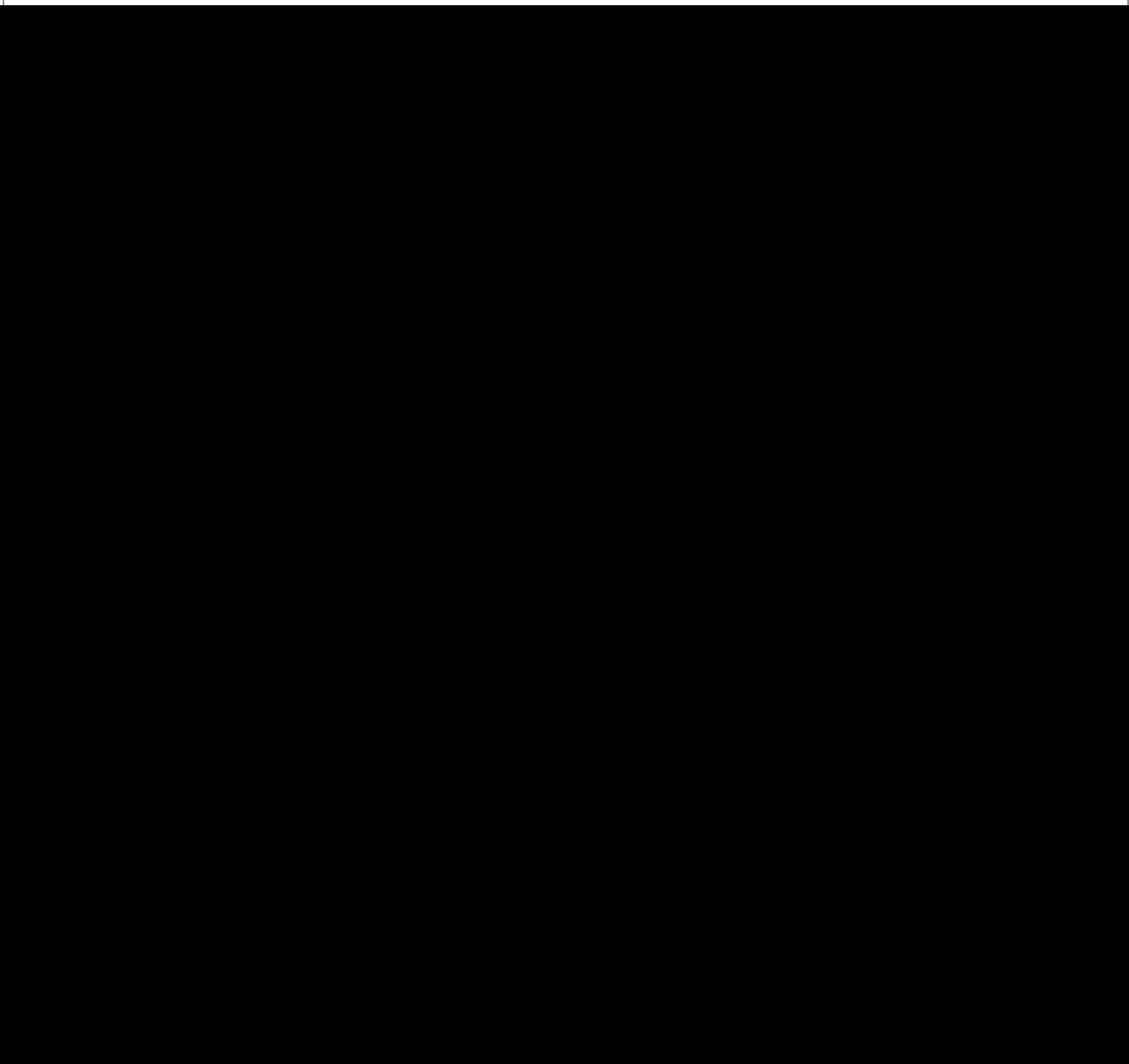
20 A. Oh, goodness. I don't know the exact
21 number, but it was several hundred.

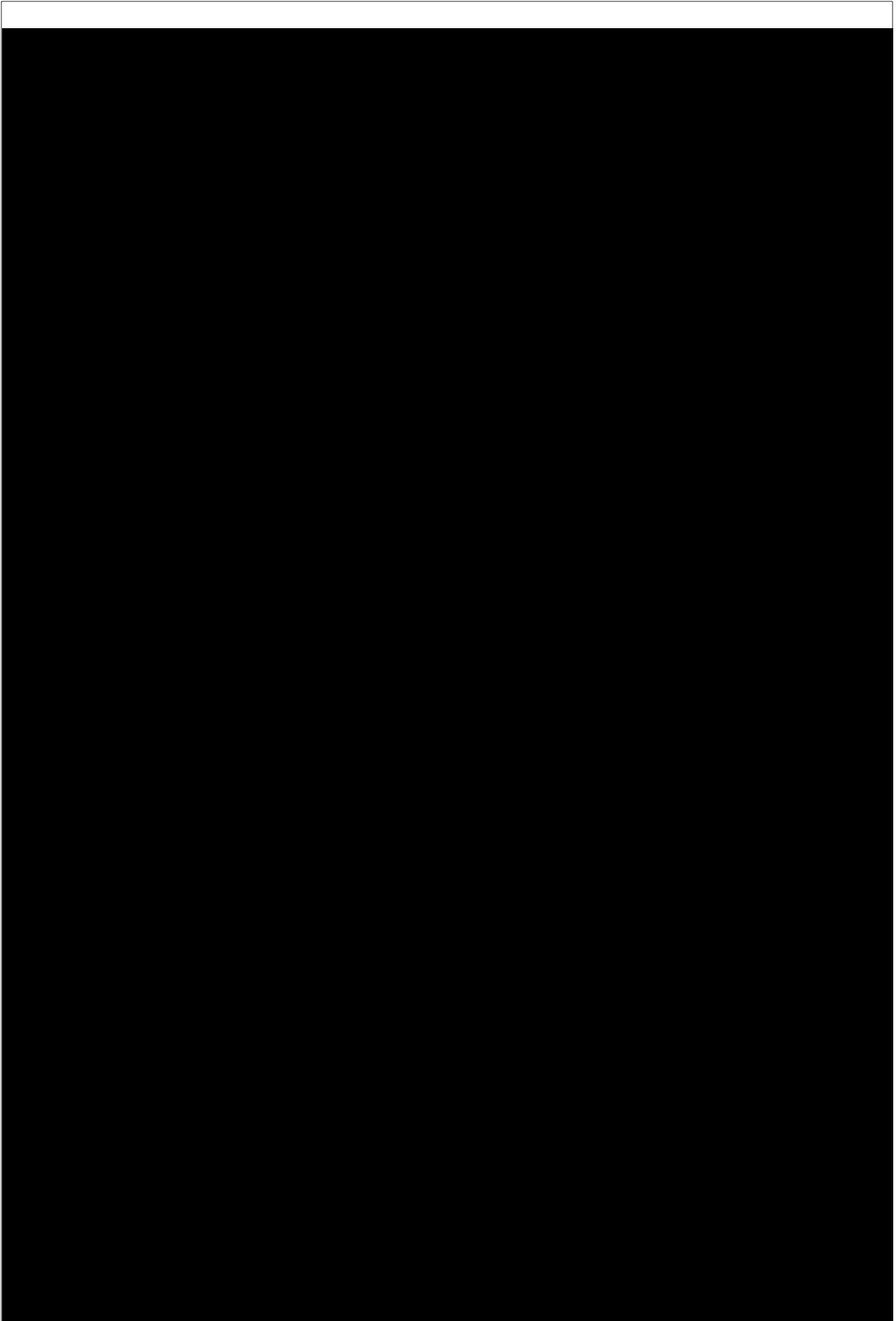
22 Q. And --

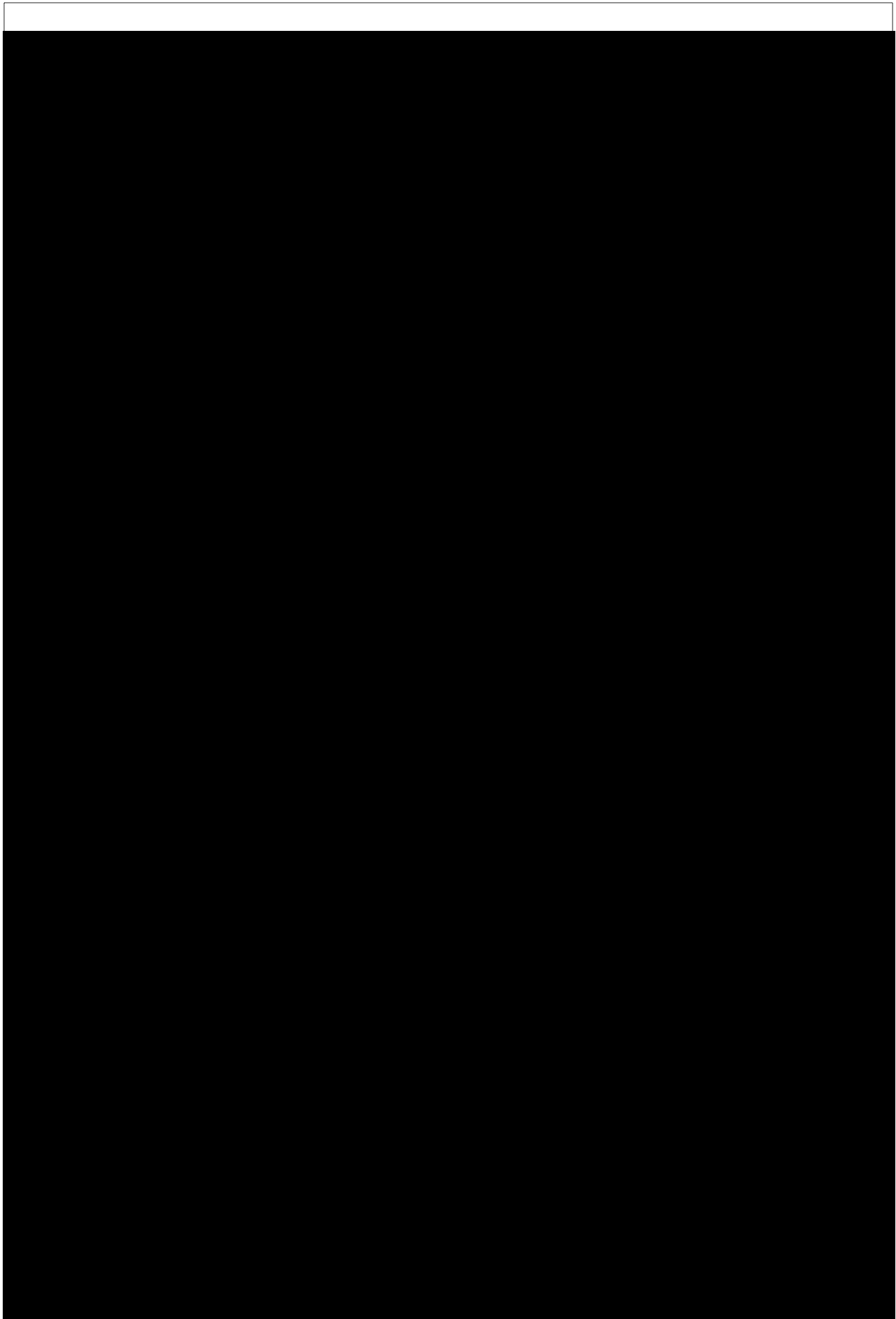
23 A. And it could -- it could have even been
24 closer to 6, 700 maybe. It was a very, very large
25 group.

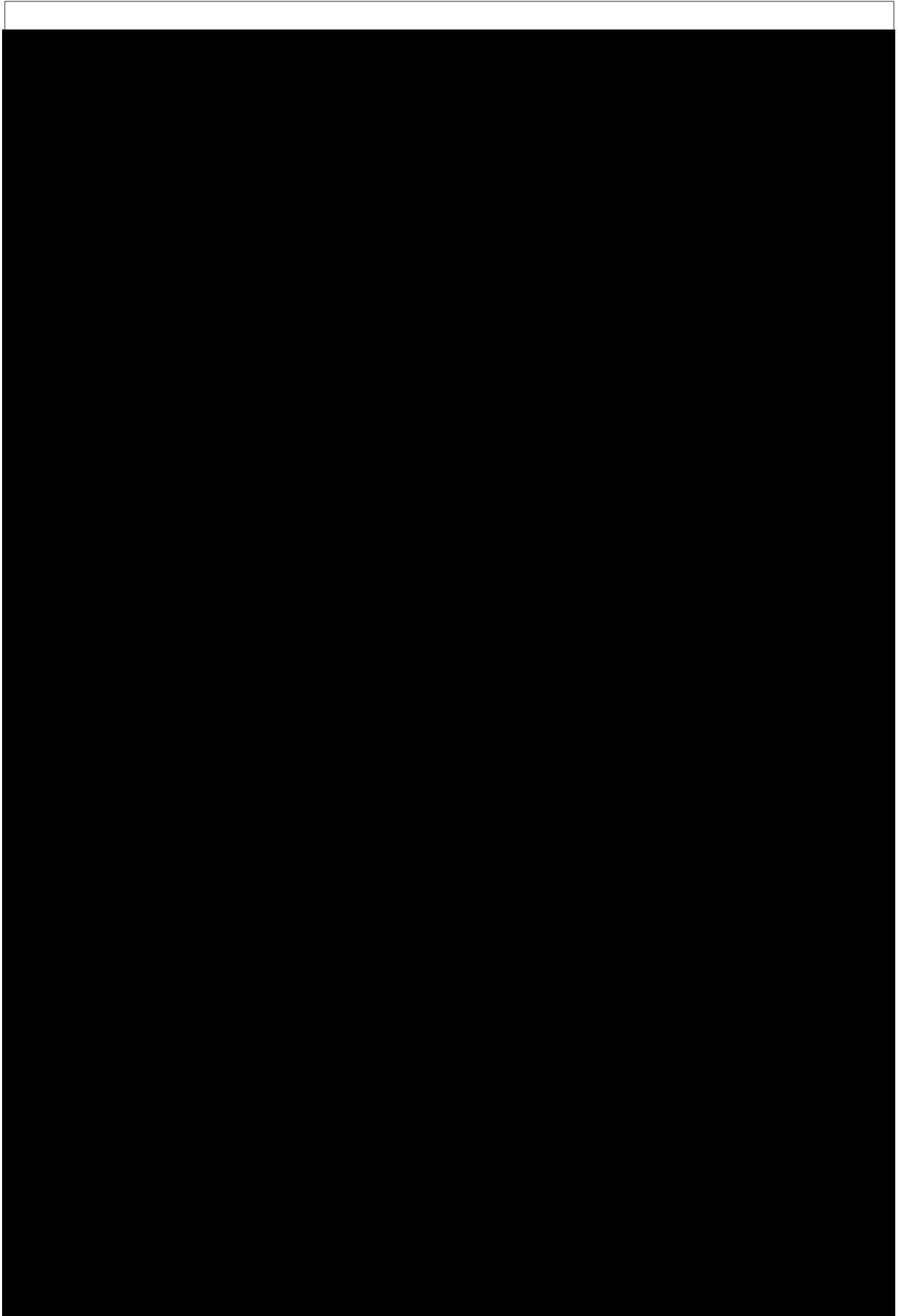
1 Q. And you may have told me this, but where
2 were the pharmacies?

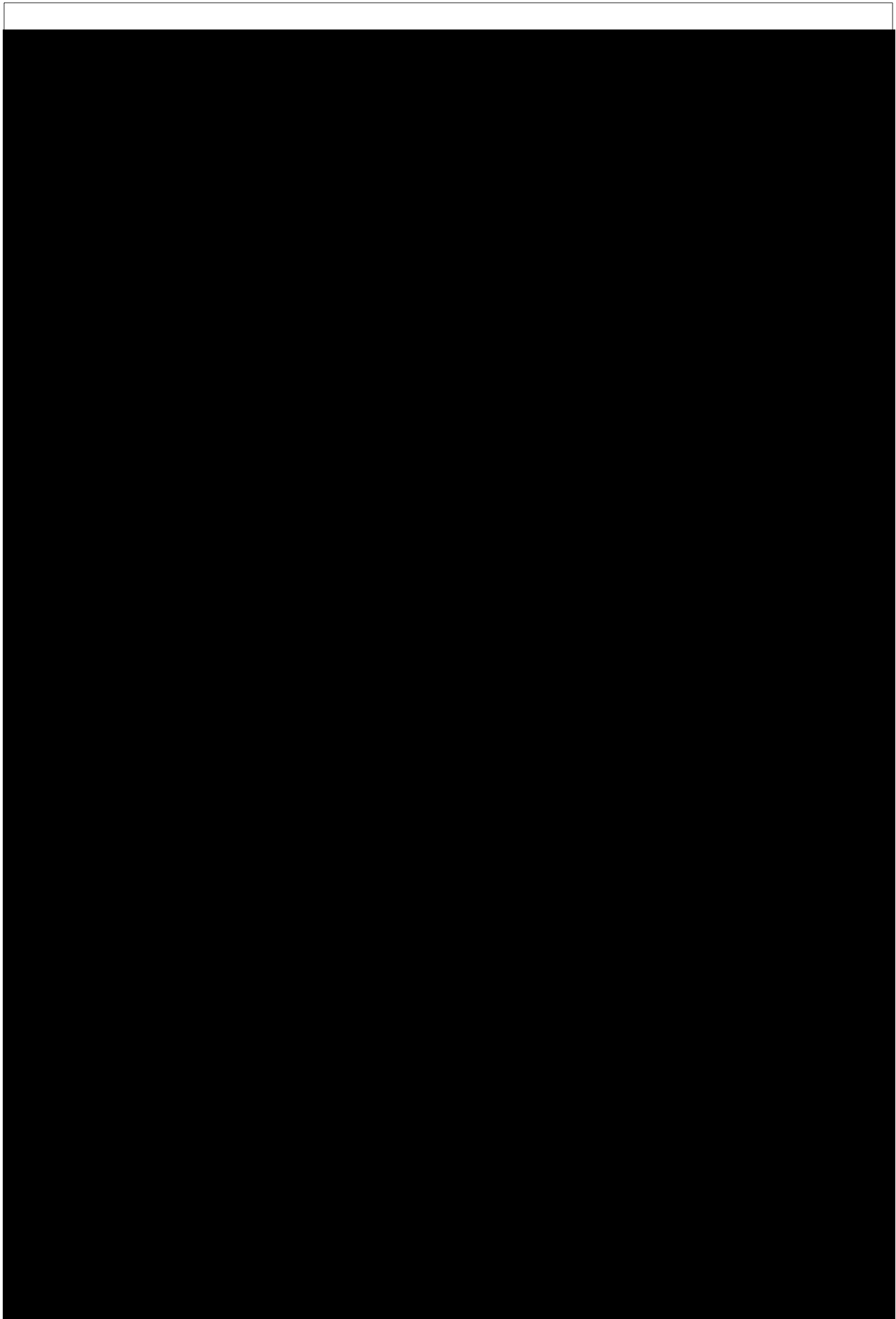
3 A. Everywhere. There were -- an opportunity
4 for somebody to be an Epic member no matter where
5 the pharmacy was. There were some more
6 regionalized. Like, KPPA was the Keystone something
7 of Pennsylvania, Keystone -- Keystone Consortium of
8 Pennsylvania or something of that nature. IPA was
9 New Jersey, in and around New Jersey.

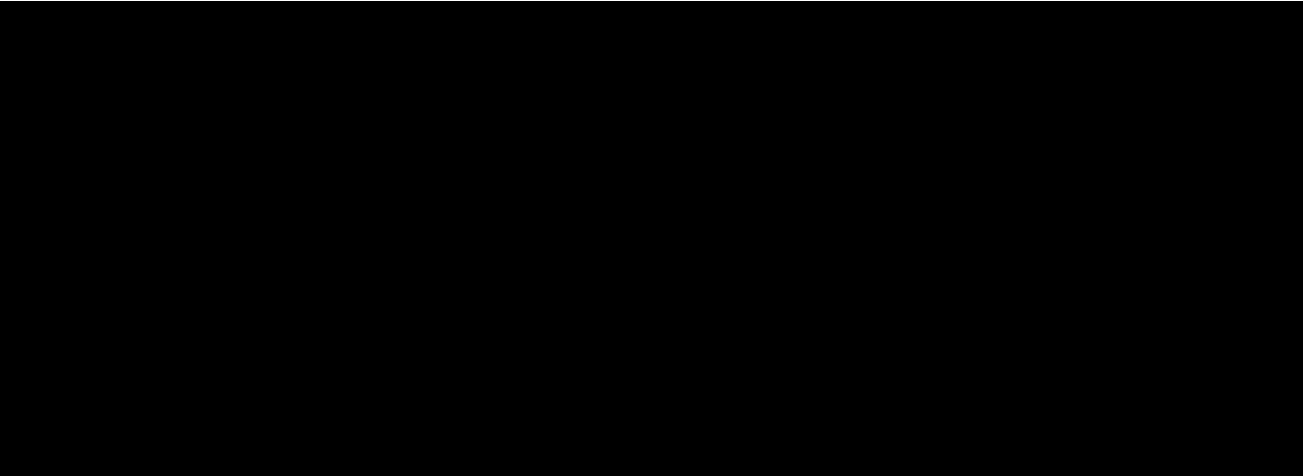












7 (Anda-Williams Exhibit 25 was marked for
8 identification.)

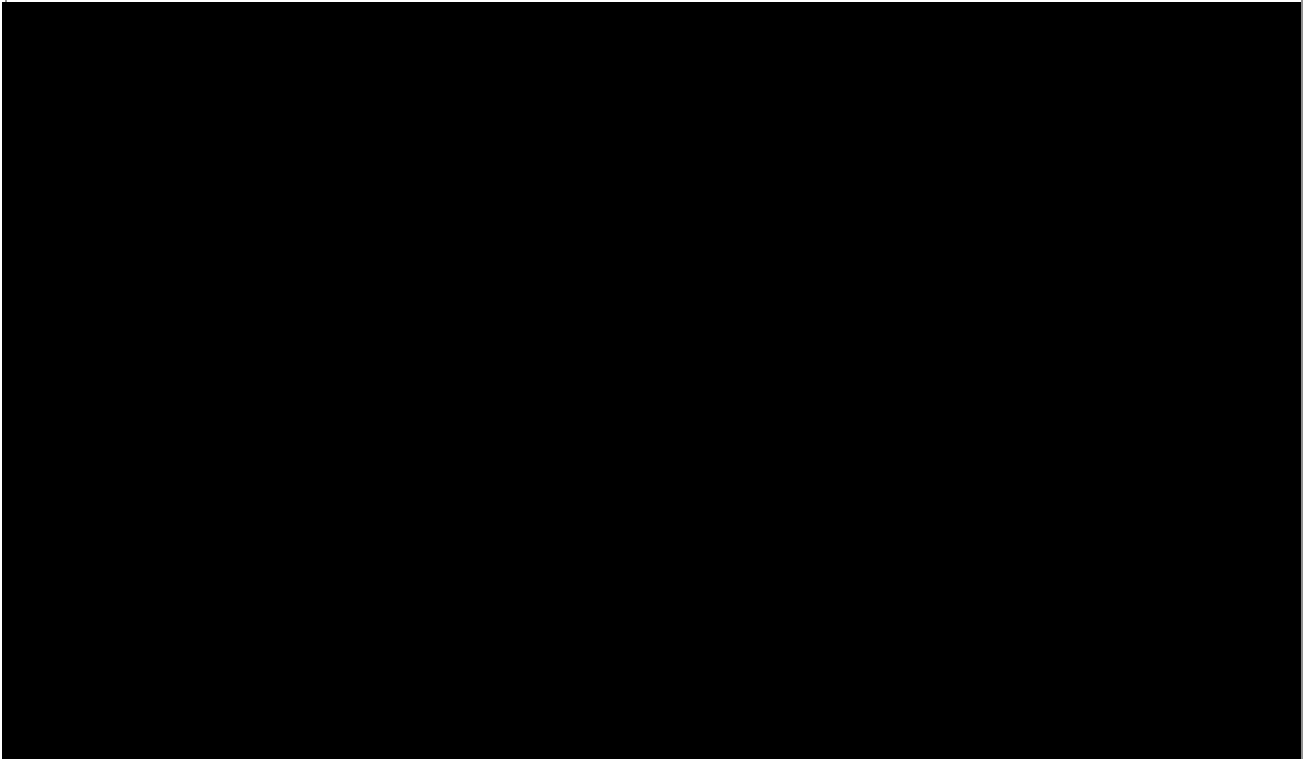
9 BY MS. RELKIN:

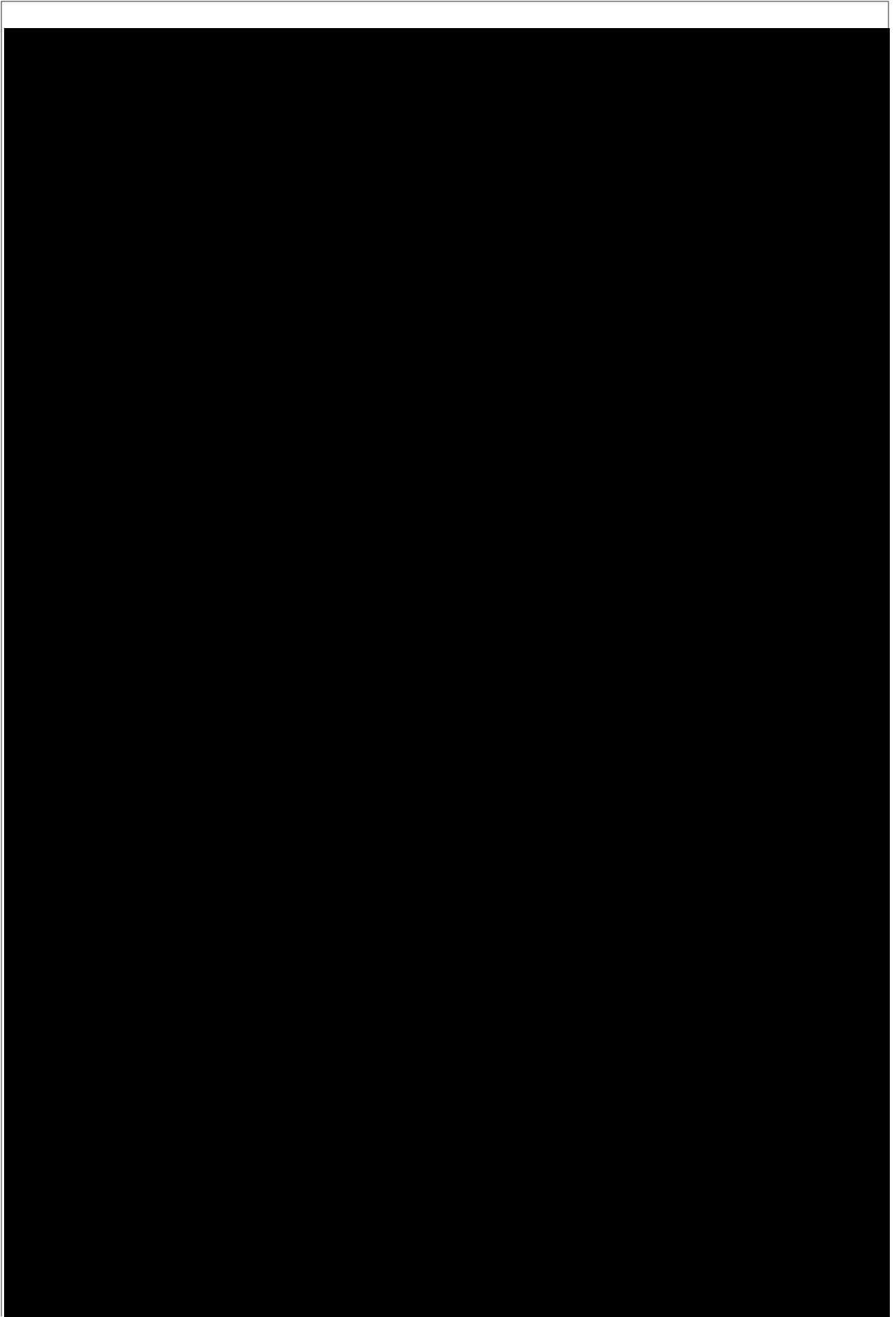
10 MS. RELKIN: You'll get -- yeah.

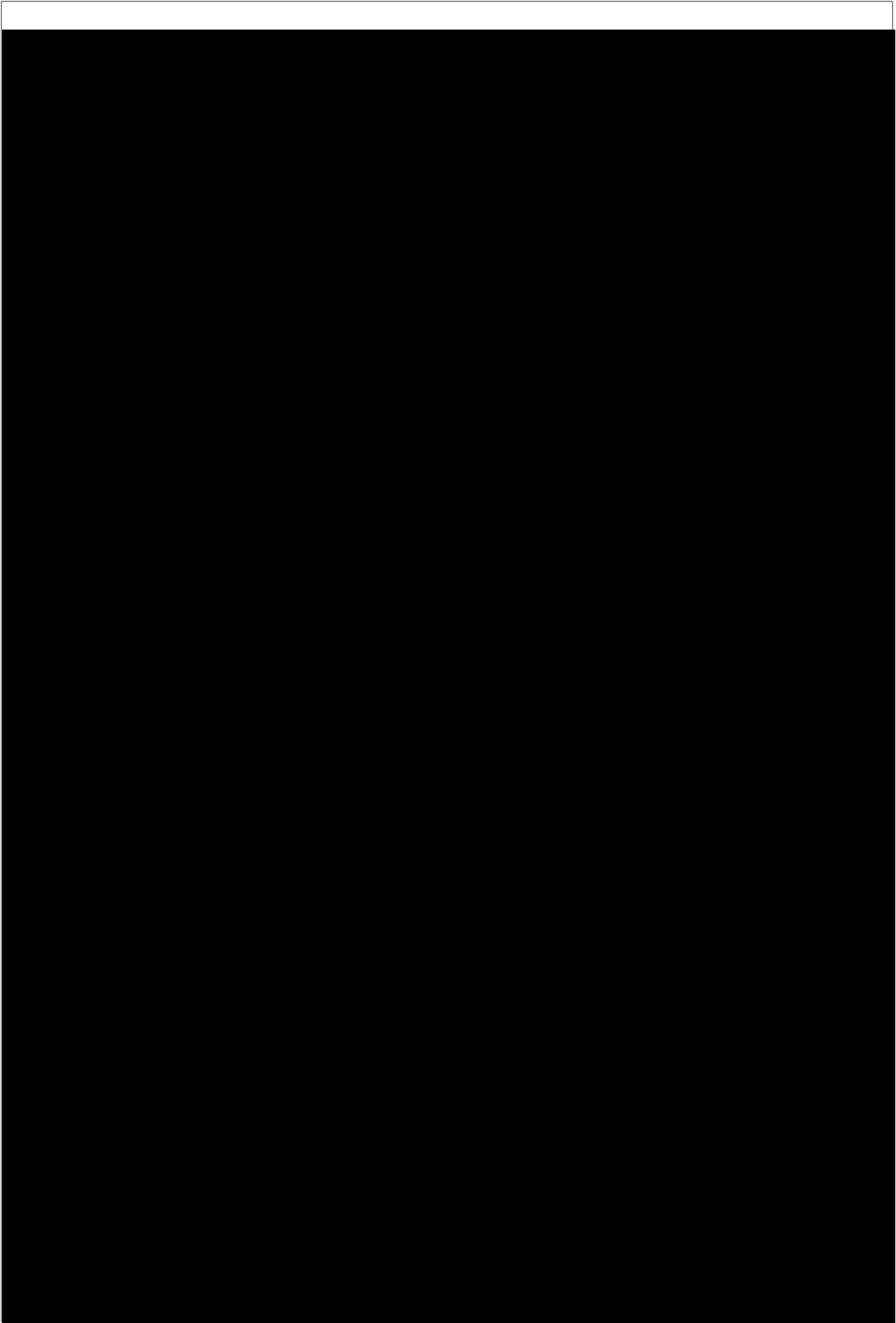
11 MS. KOSKI: This is a long one to read.

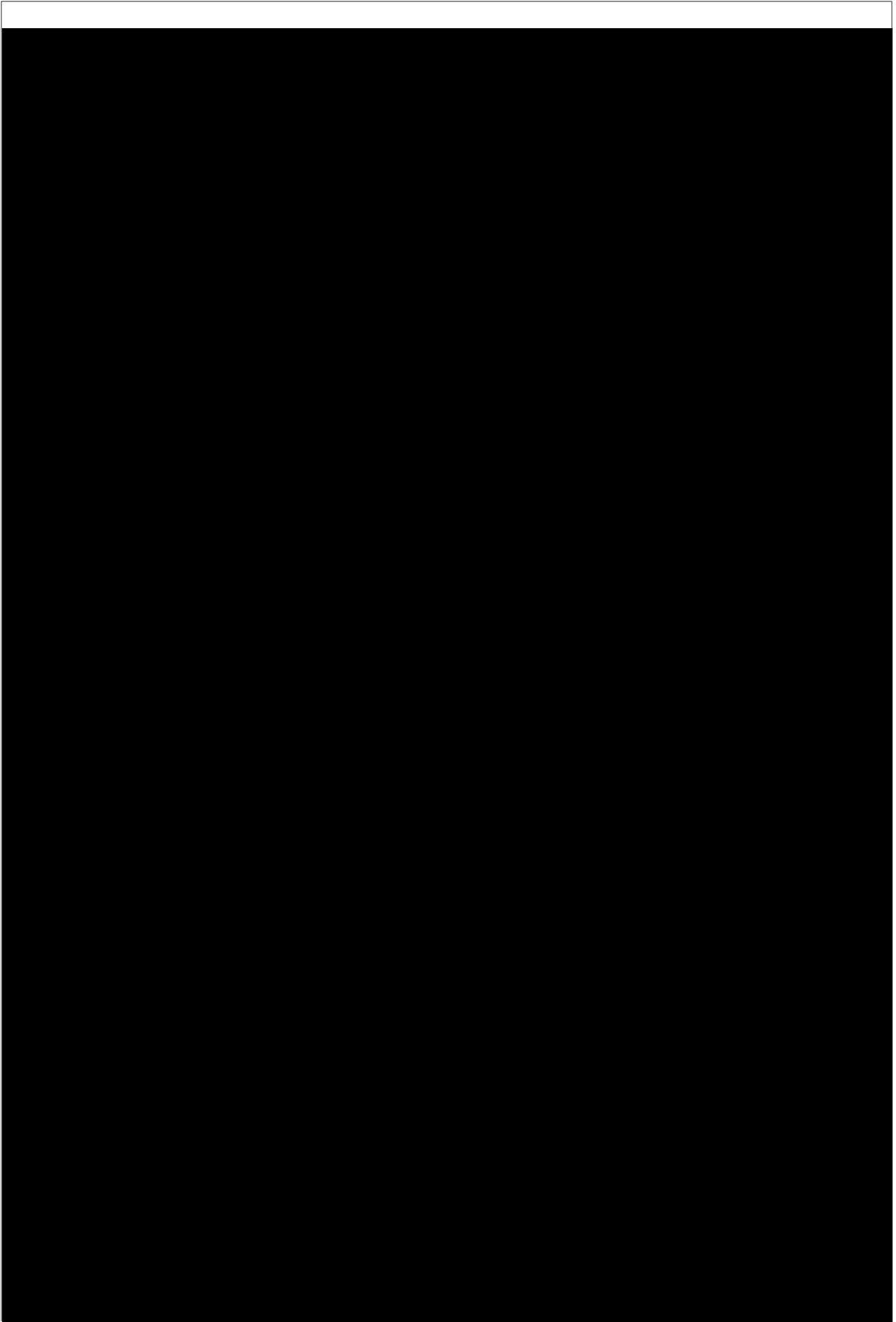
12 BY MS. RELKIN:

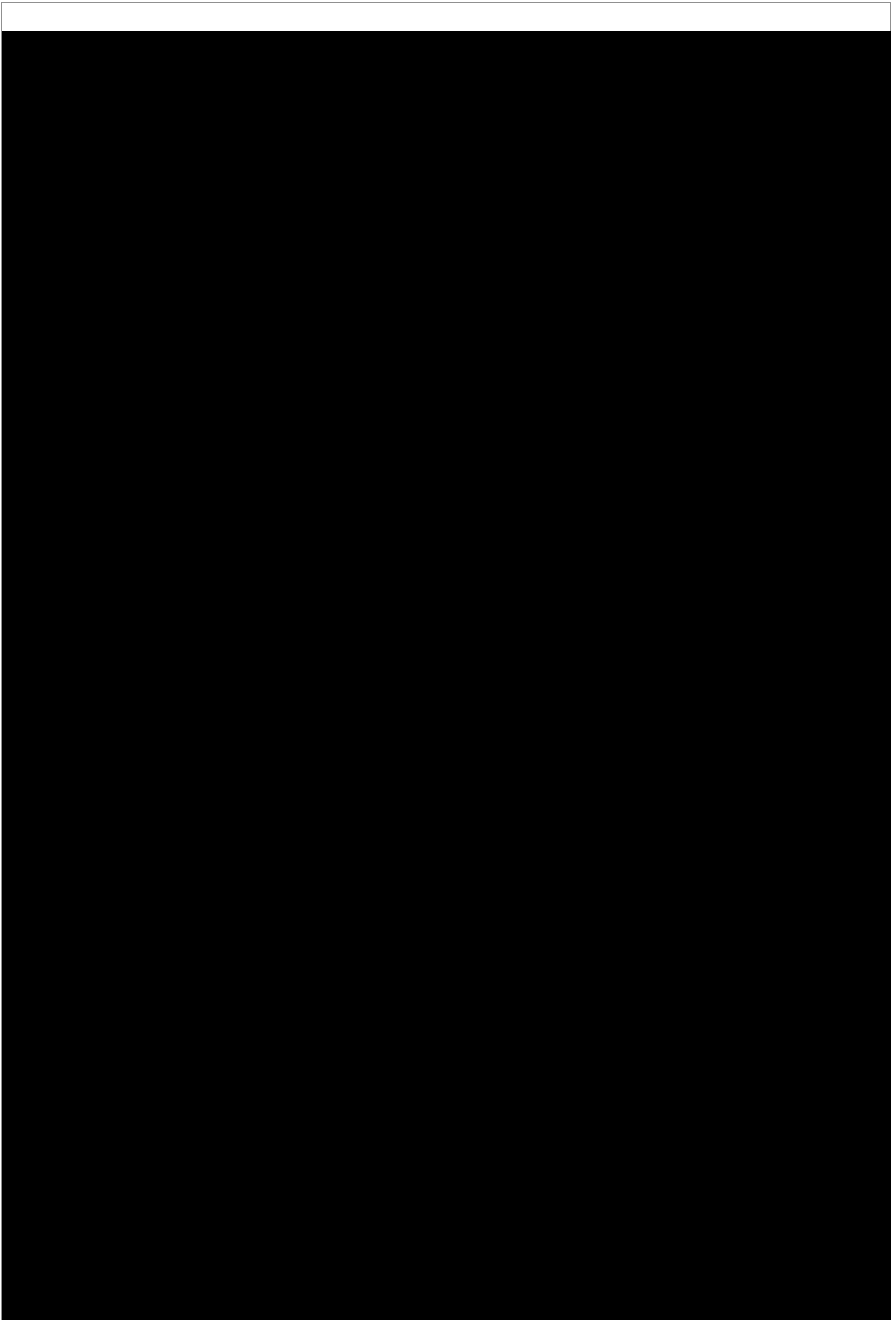
13 Q. I've marked as Exhibit 25 document number
14 607225, and it's a two-page document, goes to page
15 226.

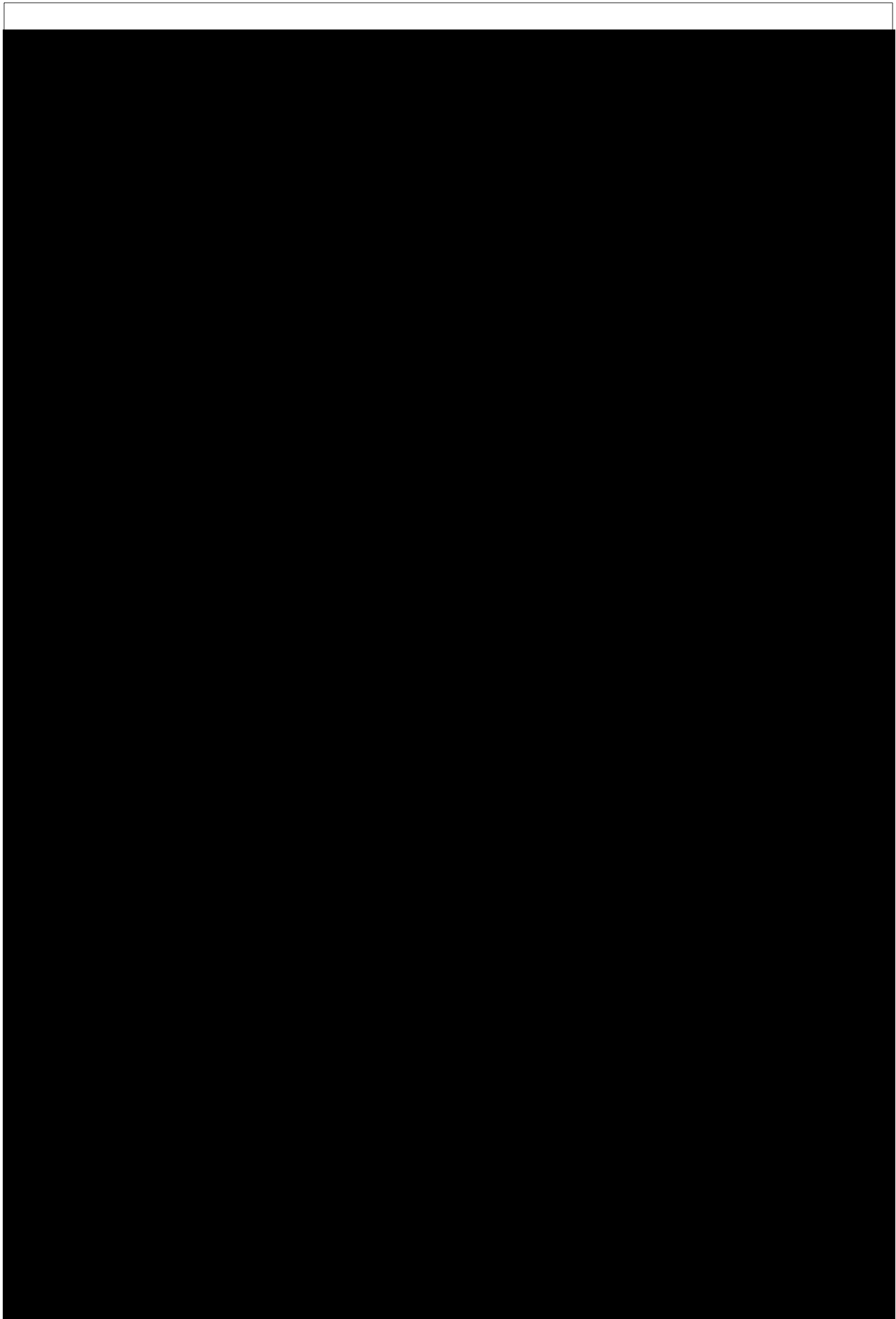




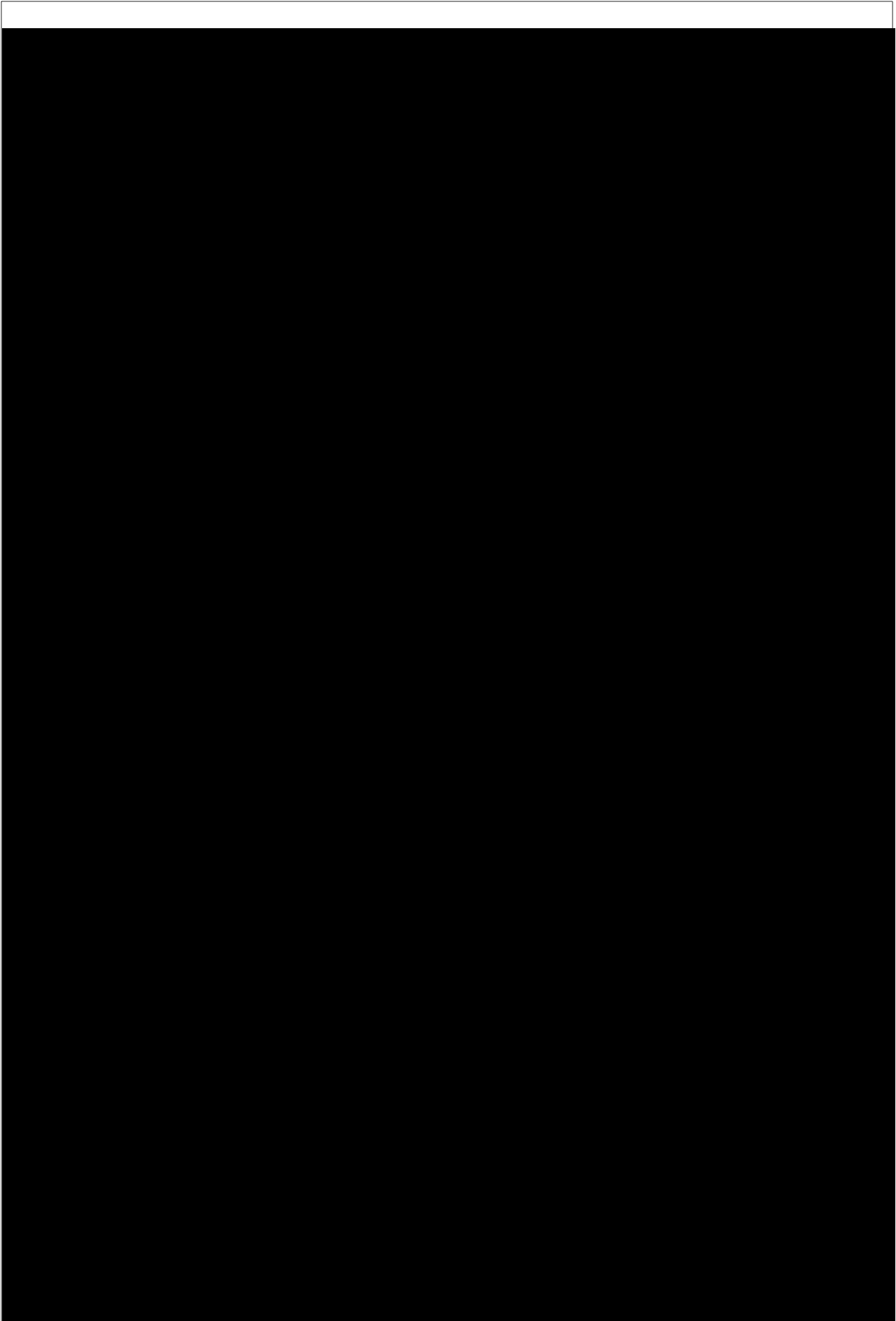


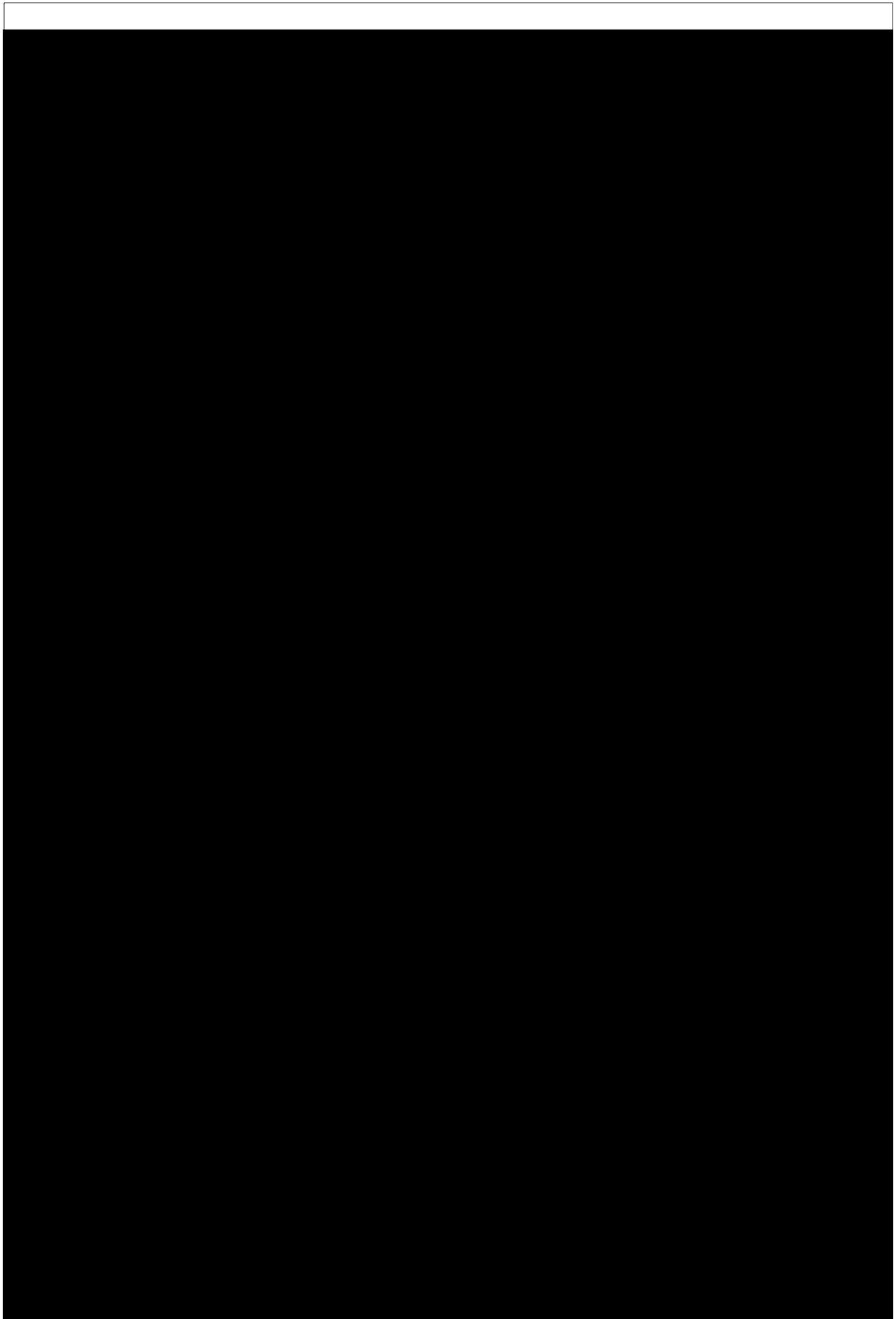


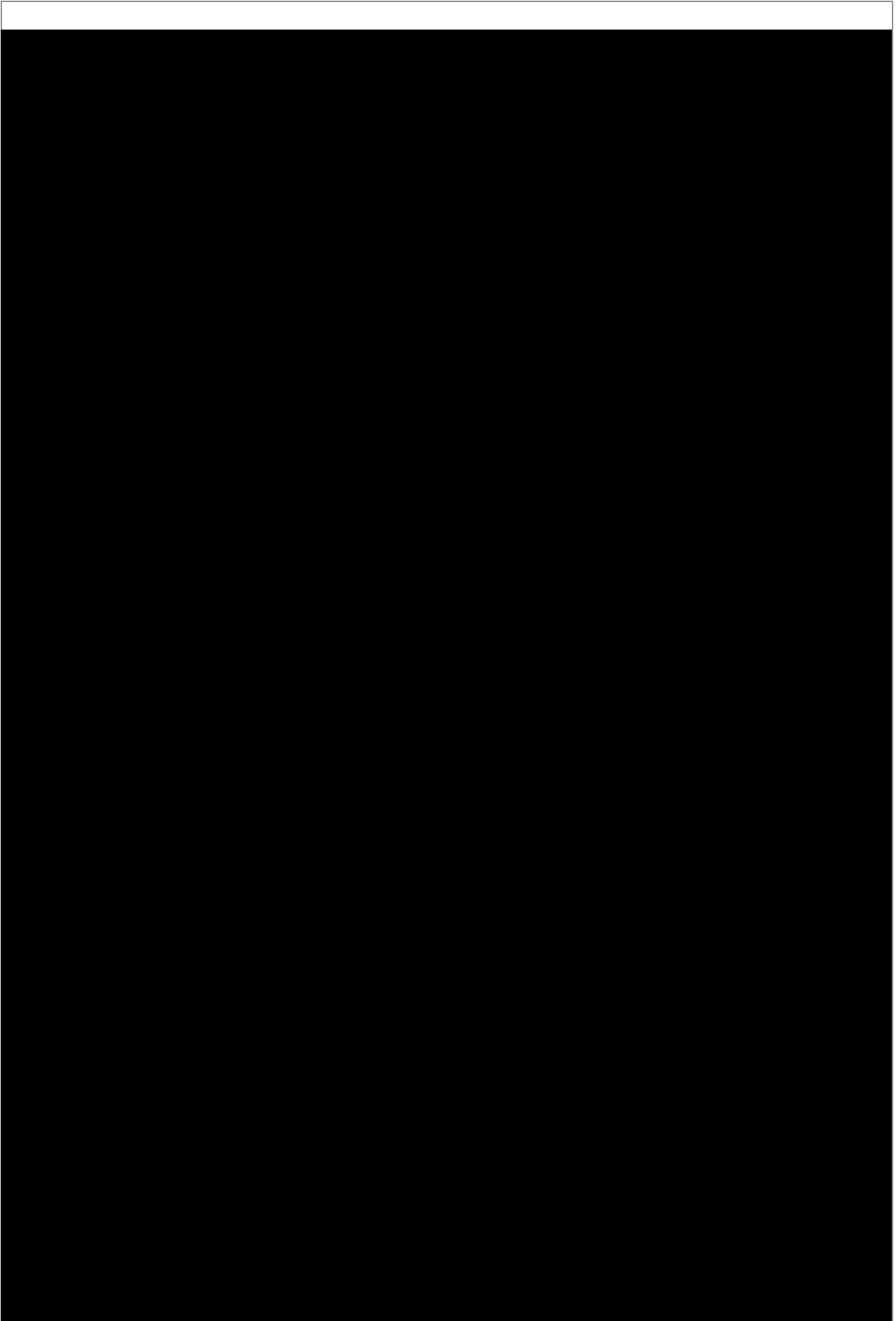




18 (Anda-Williams Exhibit 26 was marked for
19 identification.)
20 BY MS. RELKIN:







4 Q. You doing okay?

5 A. I'm doing just great.

6 (Anda-Williams Exhibit 27 was marked for
7 identification.)

8 BY MS. RELKIN:

15 MS. RELKIN: Okay. I need a different
16 document.

17 MS. LUND: The exhibit we have doesn't match
18 the Bates number you just read.

19 MS. RELKIN: Yeah, yeah, yeah, yeah. I
20 think I stamped -- what number do you have?

21 MS. KOSKI: 3889.

22 MS. RELKIN: Do you all have 3889?

23 MS. LUND: Uh-huh.

24 MS. RELKIN: Okay. And that's what -- what
25 I'm looking at doesn't -- that was just a goof.

1 Thank you.

2 For the record, what was marked 7484 is not
3 the exhibit. I apologize.

4 BY MS. RELKIN:

5 Q. Ms. Williams, you have the 3889?

6 A. Yes.

7 Q. Okay. Good. That's the right one.

8 A. Okay.

9 Q. Okay.

10 MS. KOSKI: So why don't you just redo that,
11 identify what Exhibit 27 is --

12 MS. RELKIN: Yes.

13 MS. KOSKI: -- on the record.

14 MS. RELKIN: It looks like if I just change
15 it to my marked -- does anybody have an extra
16 copy that doesn't have my markings on it?

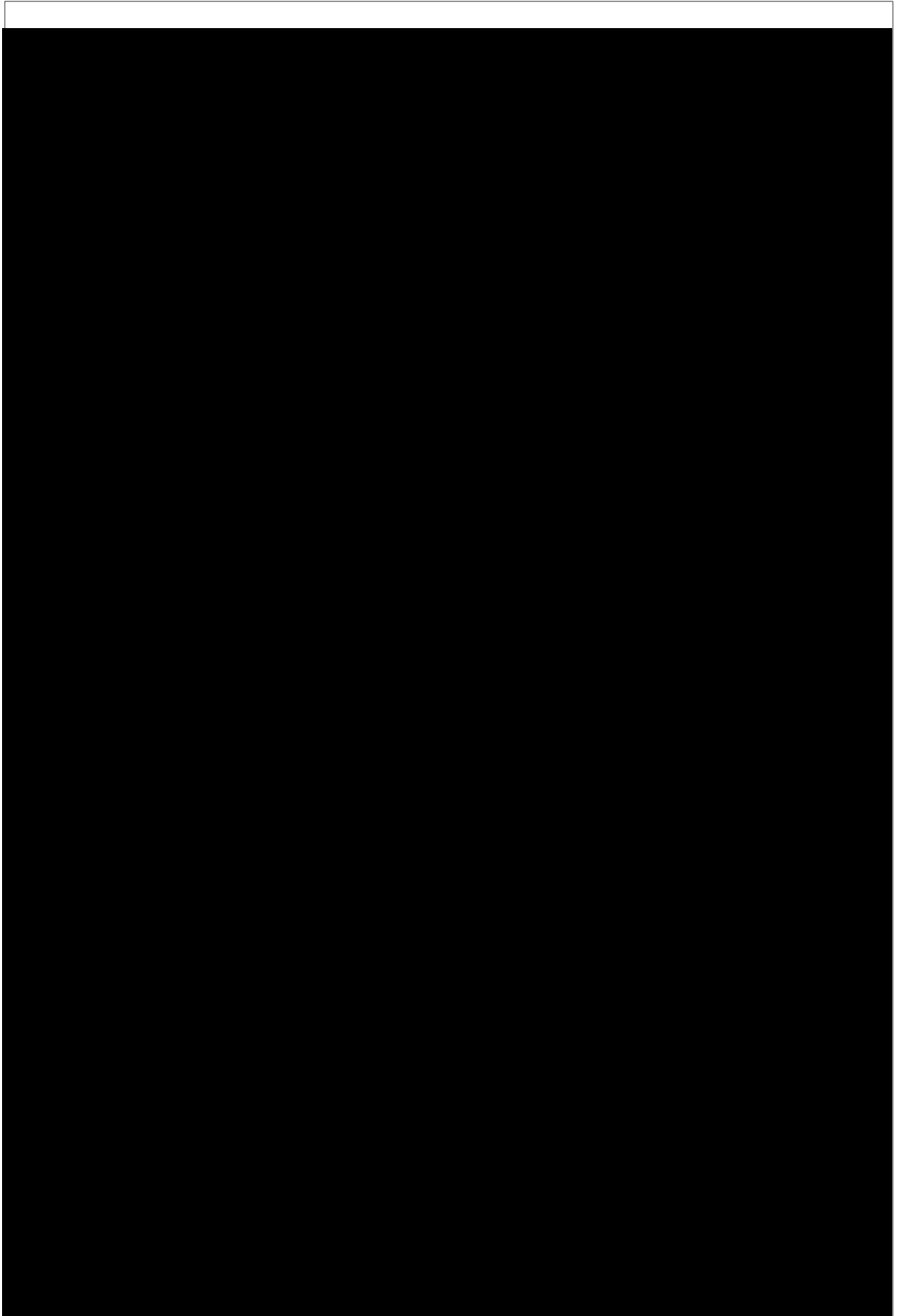
17 MS. LUND: You can use mine.

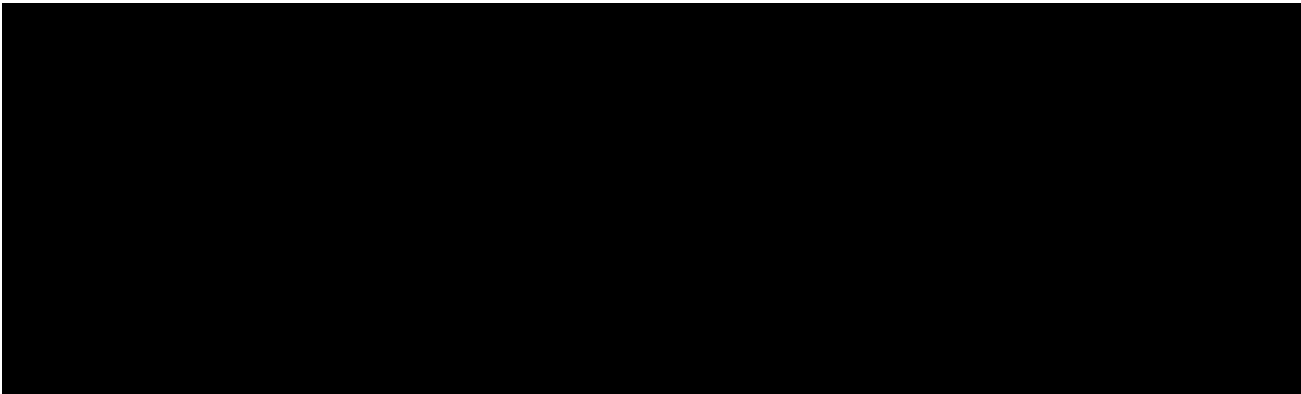
18 MS. RELKIN: Thank you.

19 (Anda-Williams Exhibit 27 was marked for
20 identification.)

21 BY MS. RELKIN:







6 Q. Are you familiar with the term kill --
7 "fill/kill"?

8 A. Ung-ugh.

9 Q. Huh. Okay. We heard about that from Vicki
10 Mangus.

11 A. Fill/kill?

12 Q. Fill/kill.

13 A. Ung-ugh, no.

14 (Discussion off the record.)

15 A. That might be a term that's used more on the
16 chain side, like the big chains, Walgreens and so
17 forth.

18 MS. KOSKI: Don't guess.

19 A. Yeah. I don't know.

20 Q. Did you have an understanding that when an
21 order exceeded limits, that it is permissible to
22 provide as much as was allowed under the limits and
23 just not send the remainder, as opposed to not
24 filling the complete order?

25 A. I had seen this happen prior. I can't

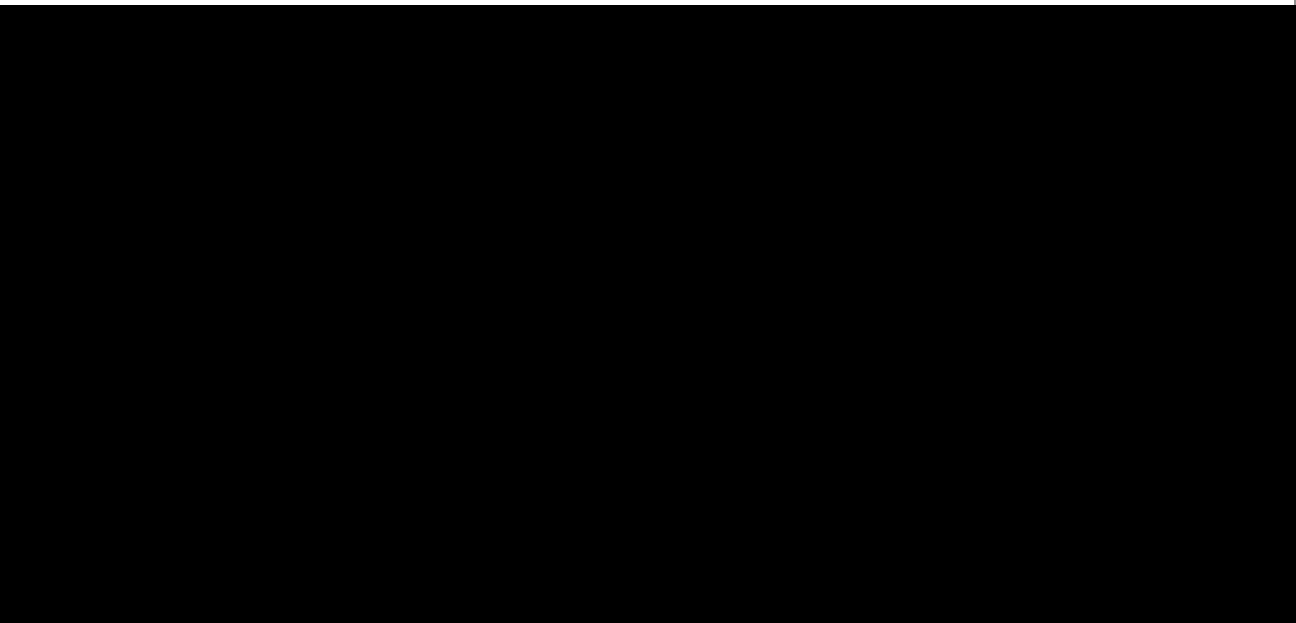
1 remember the customer name, but I did hear this
2 happening before. So I assume that this was the
3 protocol that was followed on CIIs.

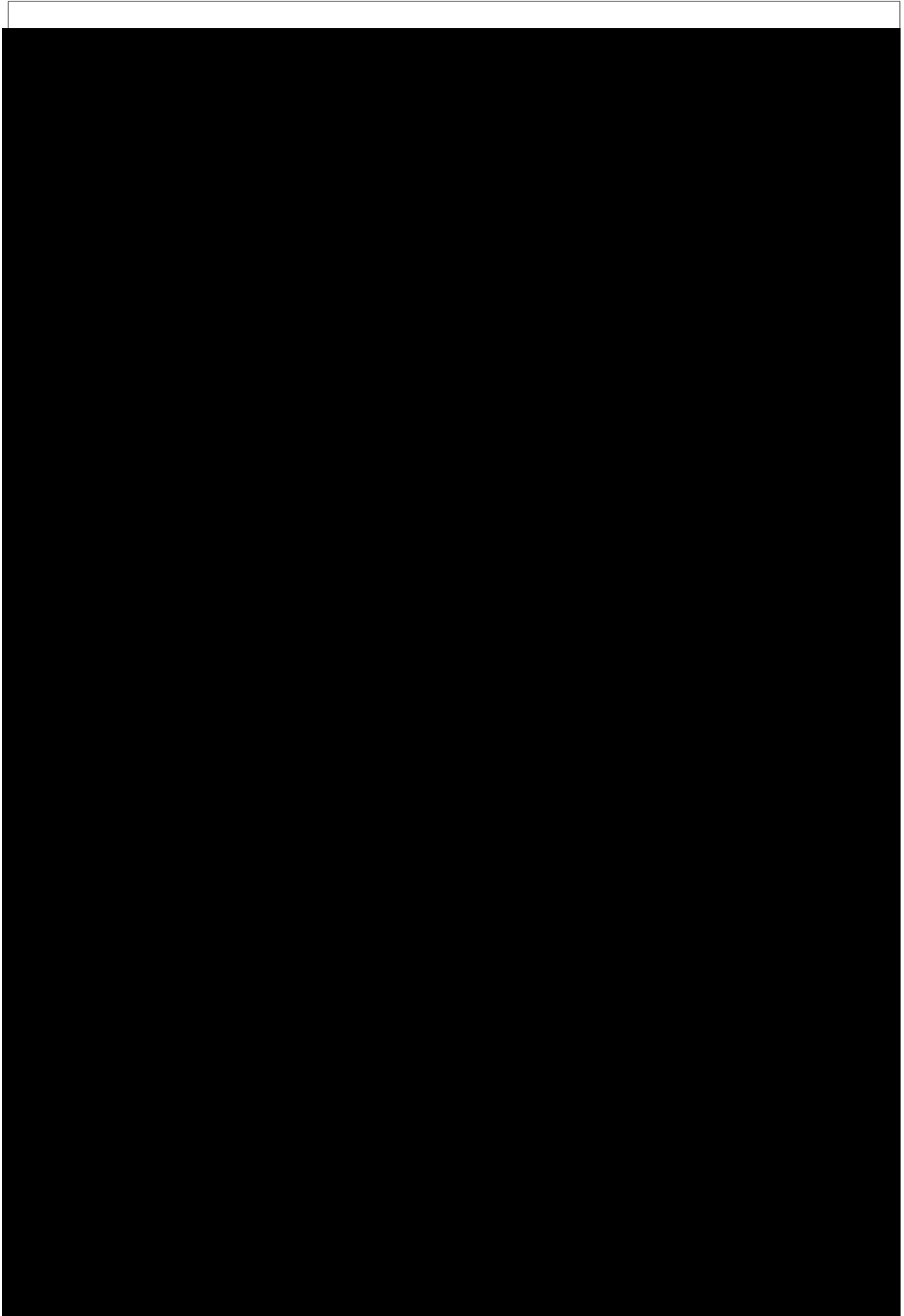
4 Q. But sitting here, do you know whether or not
5 that was the protocol, or the desired protocol, or
6 whether this was an aberration?

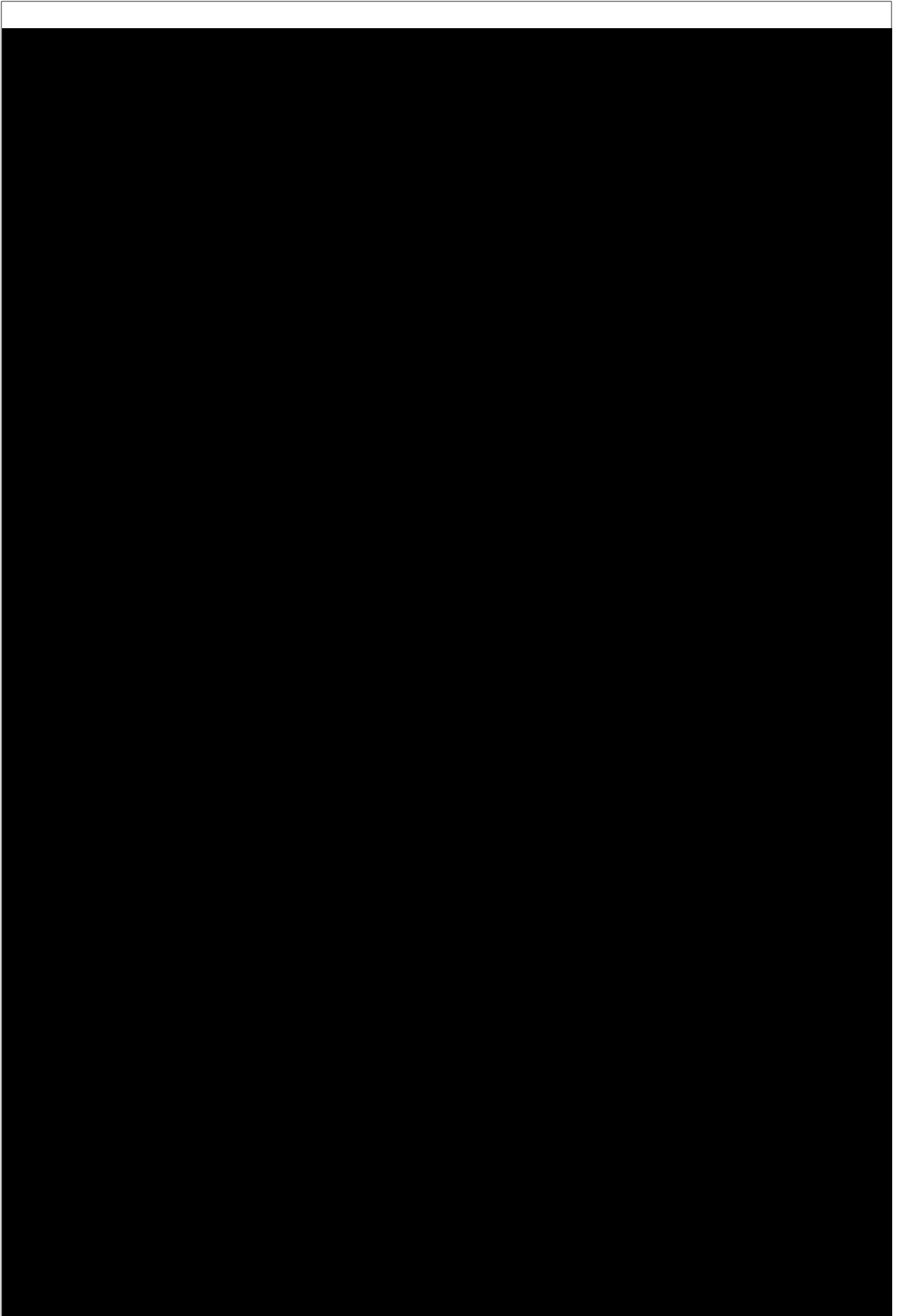
7 A. No. That -- they would send up to the limit
8 and then notify the sales rep accordingly.

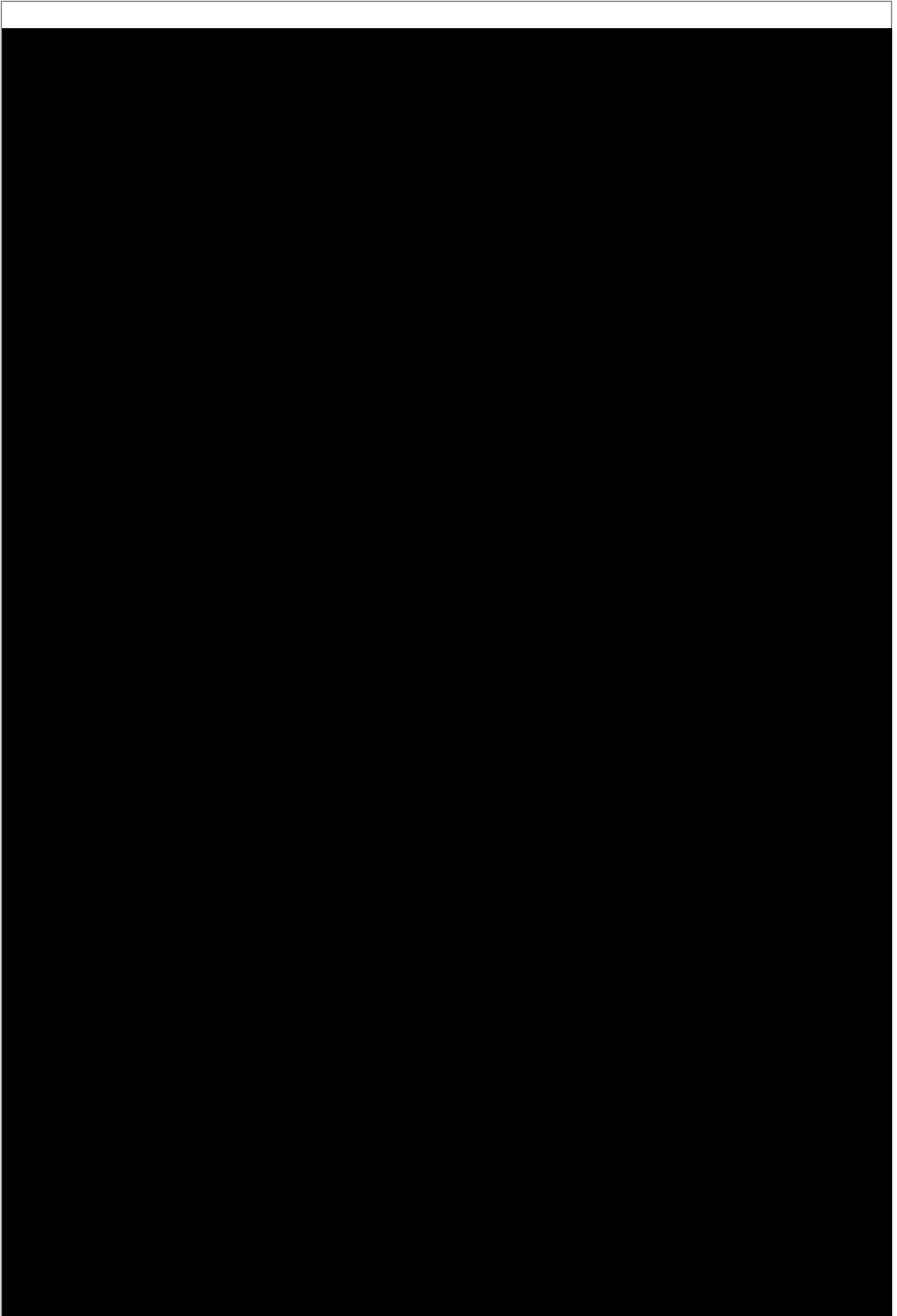
9 Q. And would they -- would they also notify the
10 DEA?

11 A. I don't know what their protocol was. That
12 was done -- the -- these folks were in the
13 warehouse. They were not sitting on the sales
14 floor, and these were -- at this particular time,
15 most of the controls were being shipped out of the
16 Ohio warehouse, so these folks weren't even sitting
17 in -- anywhere near us.









2 MS. KOSKI: Got it. My bad. I couldn't
3 tell if you were looking at something else.

4 MS. RELKIN: Sure.

5 (Anda-Williams Exhibit 28 was marked for
6 identification.)

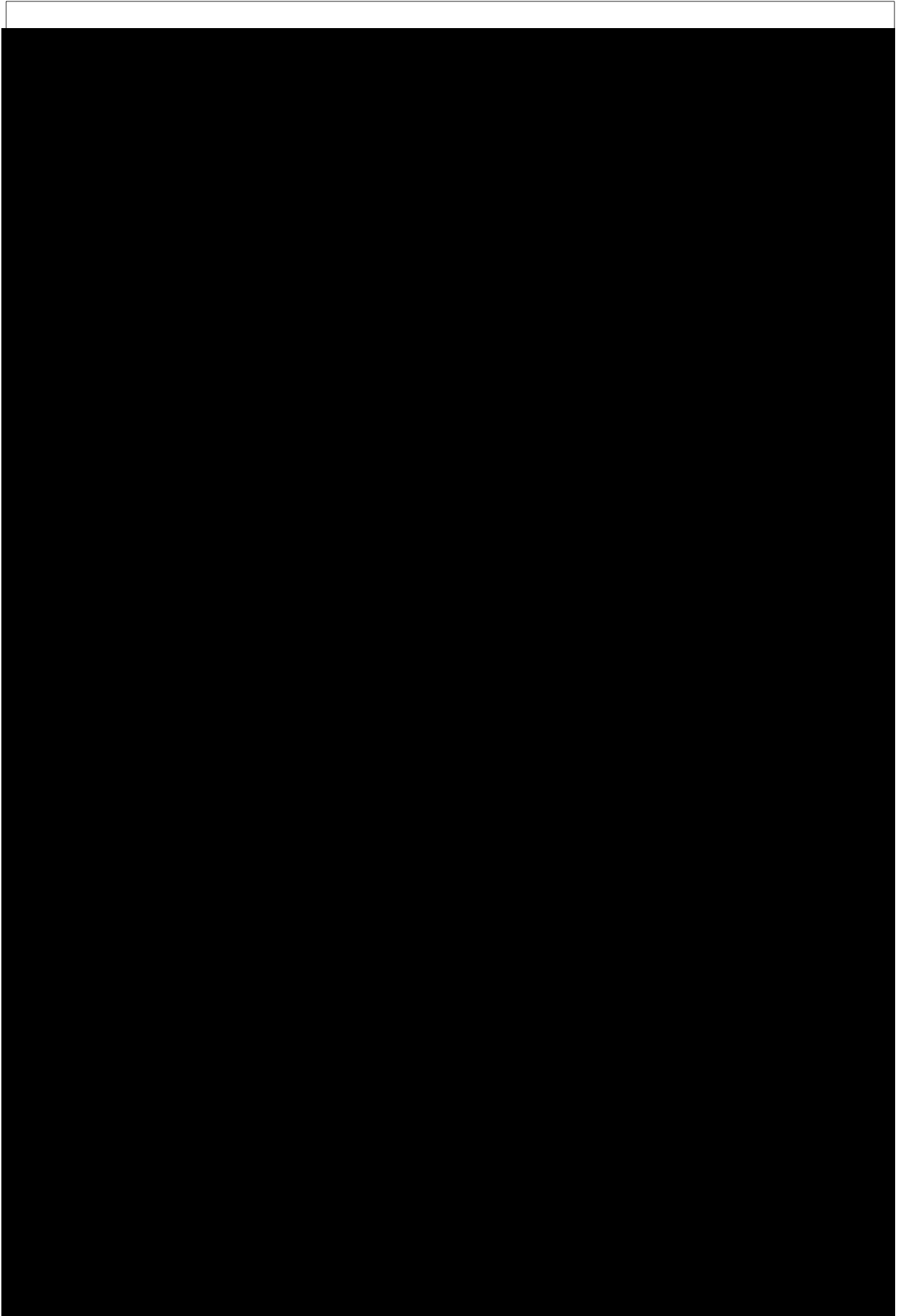
7 BY MS. RELKIN:

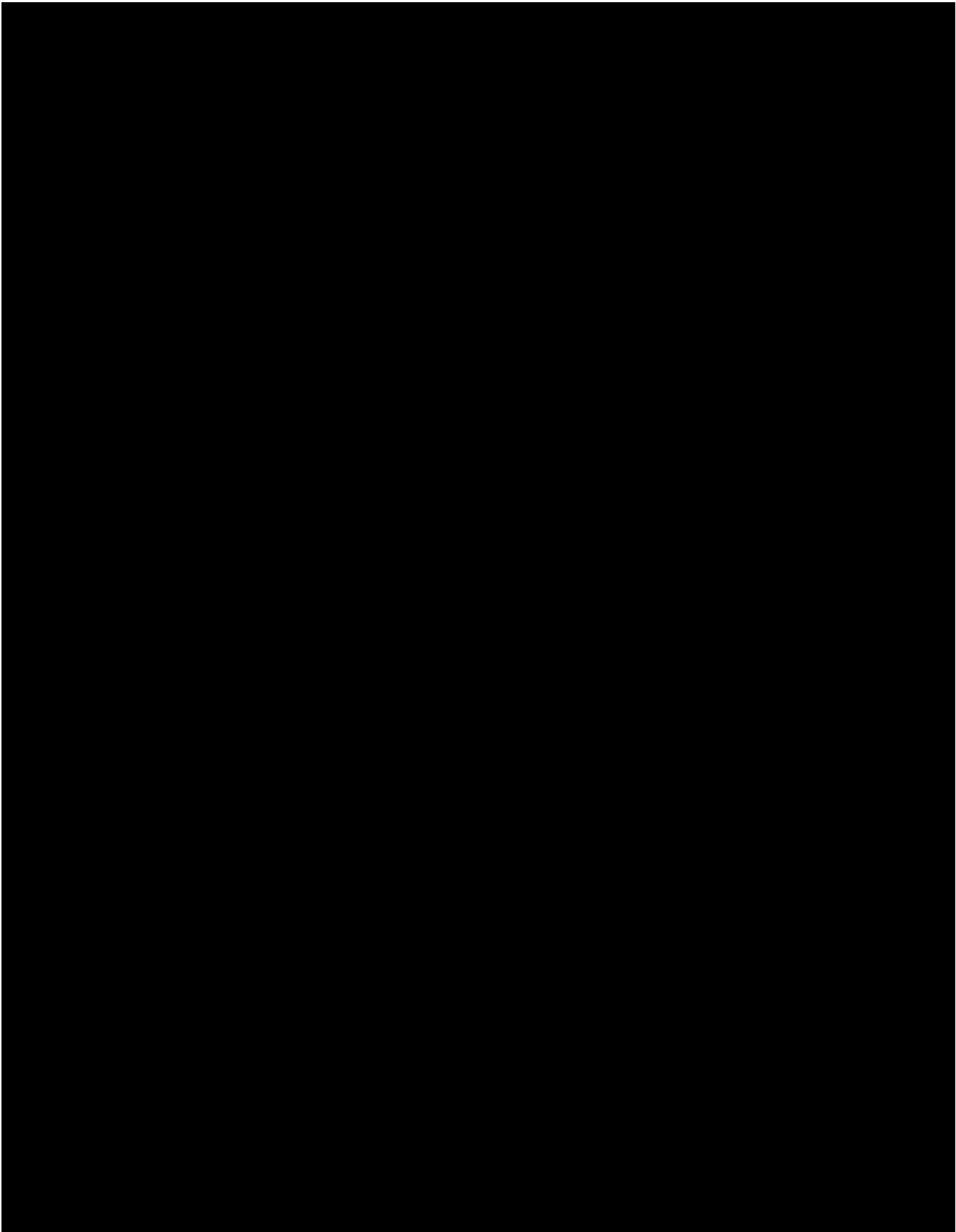
8 Q. Marked as Exhibit 28, a document stamped
9 90024 through 25. And the first page of the e-mail
10 is from Sabrina -- on the bottom, from Sabrina Solis
11 to you and Christine Leon-Laurent, copied to other
12 managers. Who is Christine Leon-Laurent?

13 A. She was in national accounts. She was the
14 operations manager.

15 Q. Is that probably the Christine who Vicki
16 Mangus was mentioning?

17 A. She's now Christine Johnson.





23 (Anda-Williams Exhibit 29 was marked for

24 identification.)

25 THE WITNESS: Boy, we kill the trees, huh?

1 MS. KOSKI: It's double-sided.

2 MS. RELKIN: This one is a single, but we
3 did mostly double.

4 We've marked as Exhibit 27 document 711564,
5 and this is a series of e-mails.

6 MS. ROBINSON: This should be 29.

7 MS. RELKIN: What did I say?

8 MS. ROBINSON: 27.

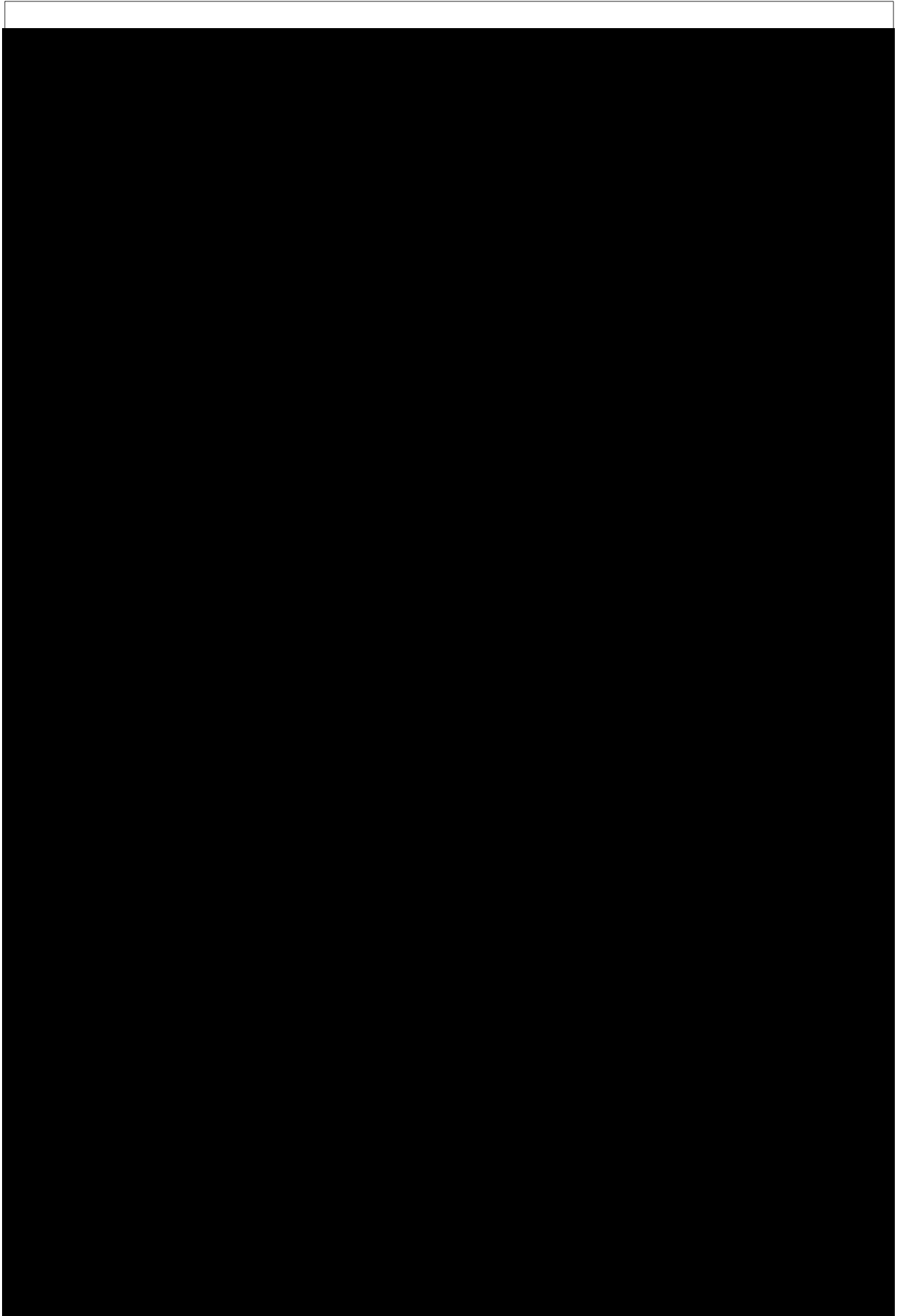
9 MS. RELKIN: Thank you. 29. Long day. Bad
10 eyes.

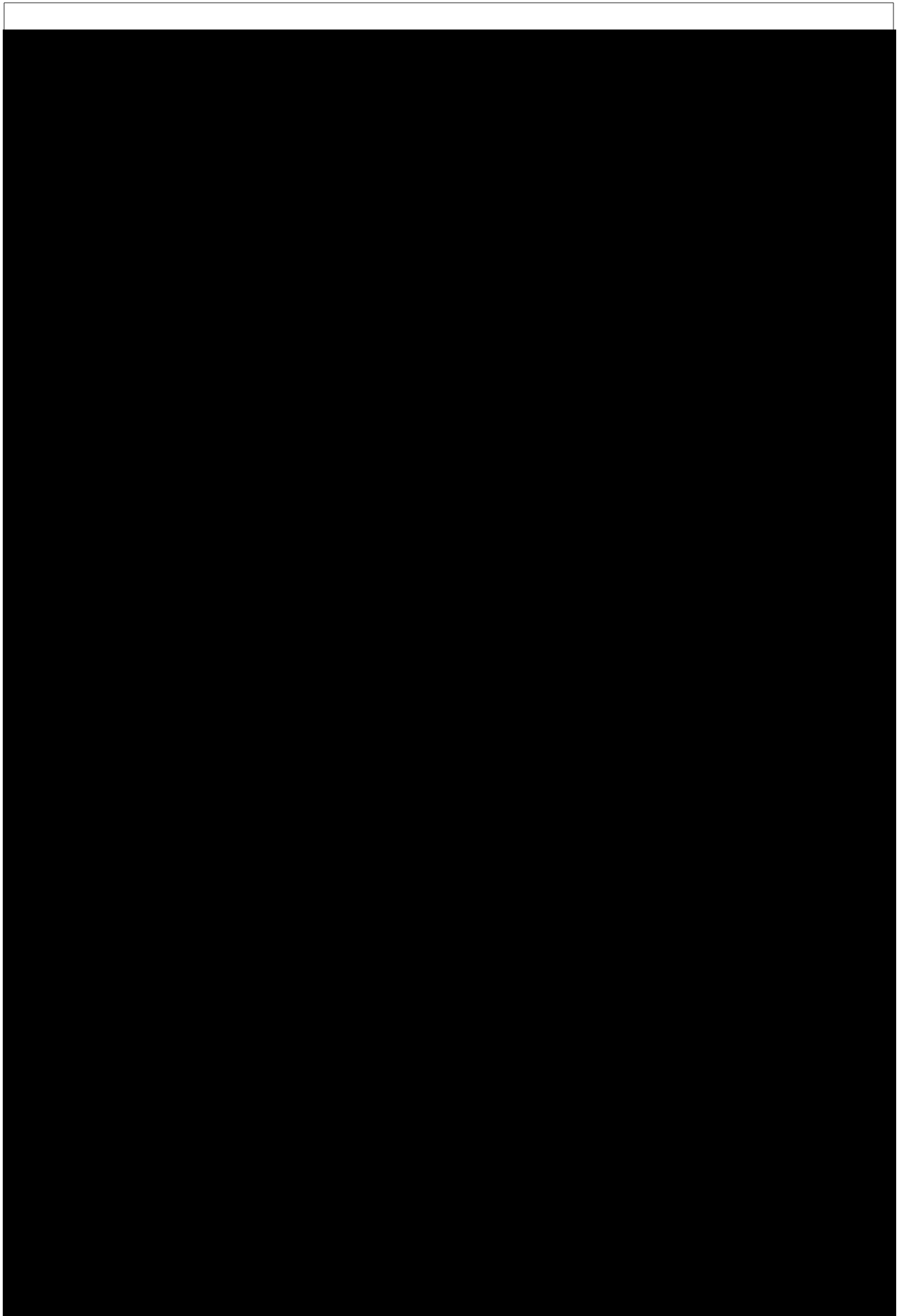
11 MS. KOSKI: Long e-mail.

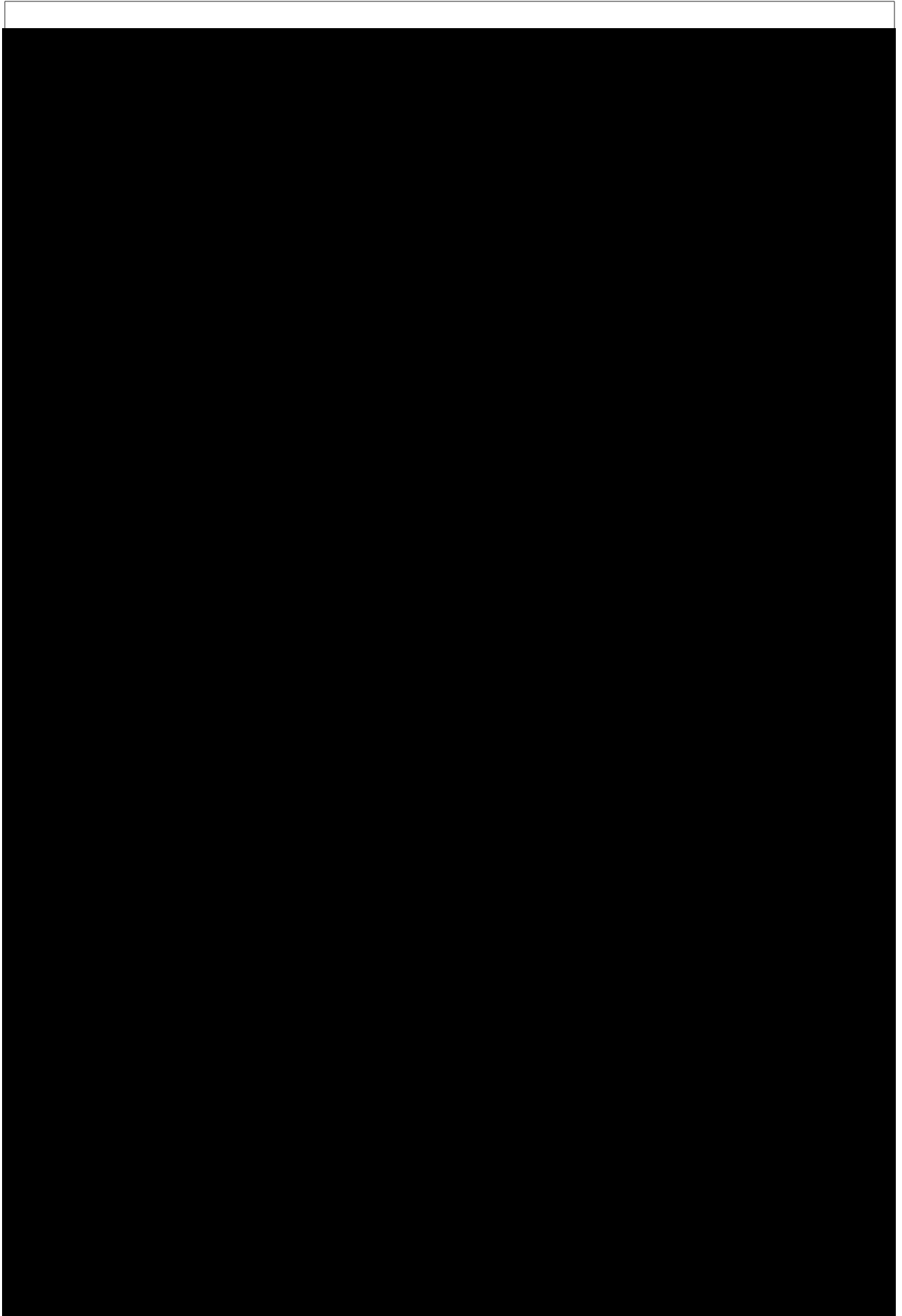
12 MS. RELKIN: Long e-mail.

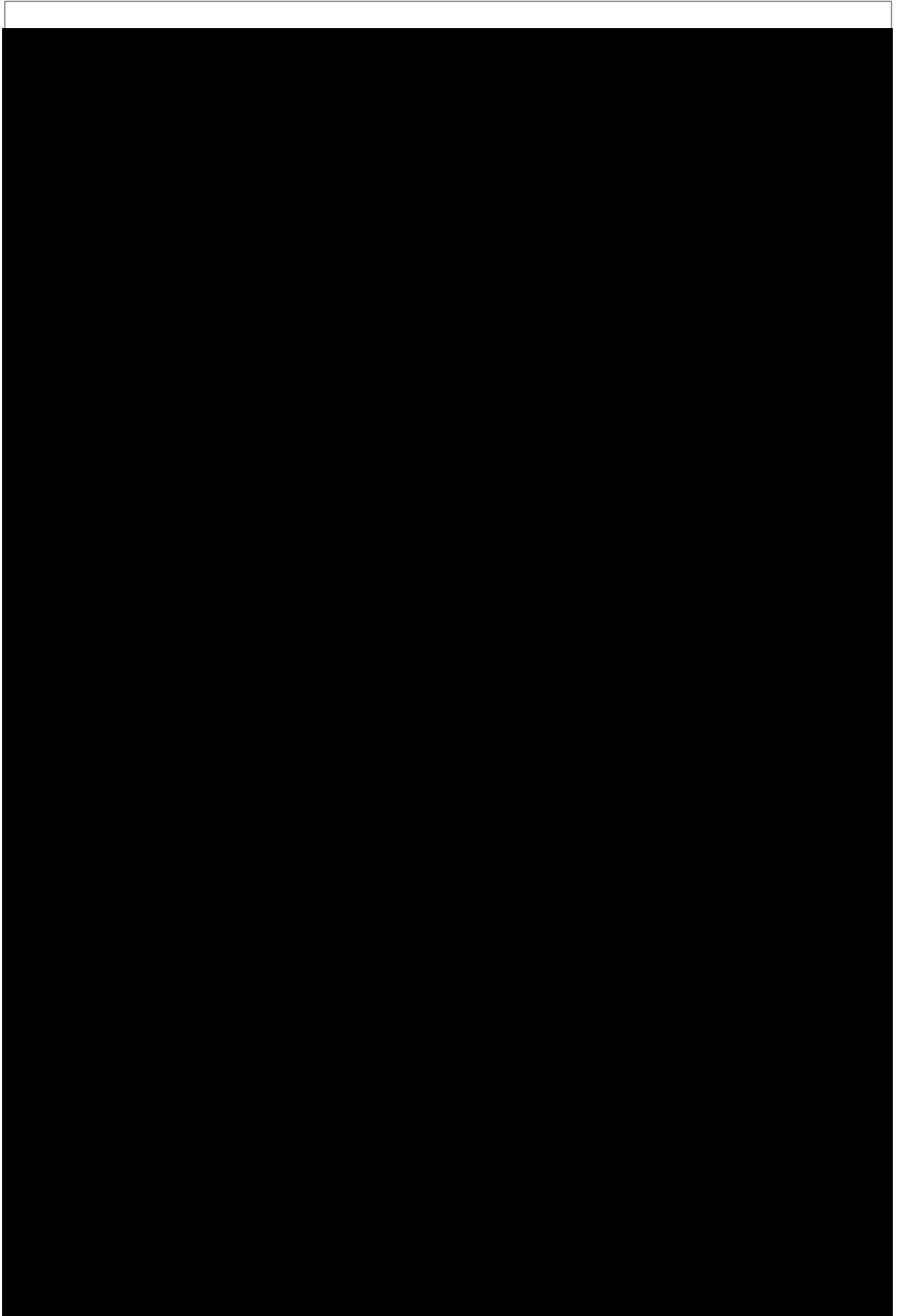
13 BY MS. RELKIN:

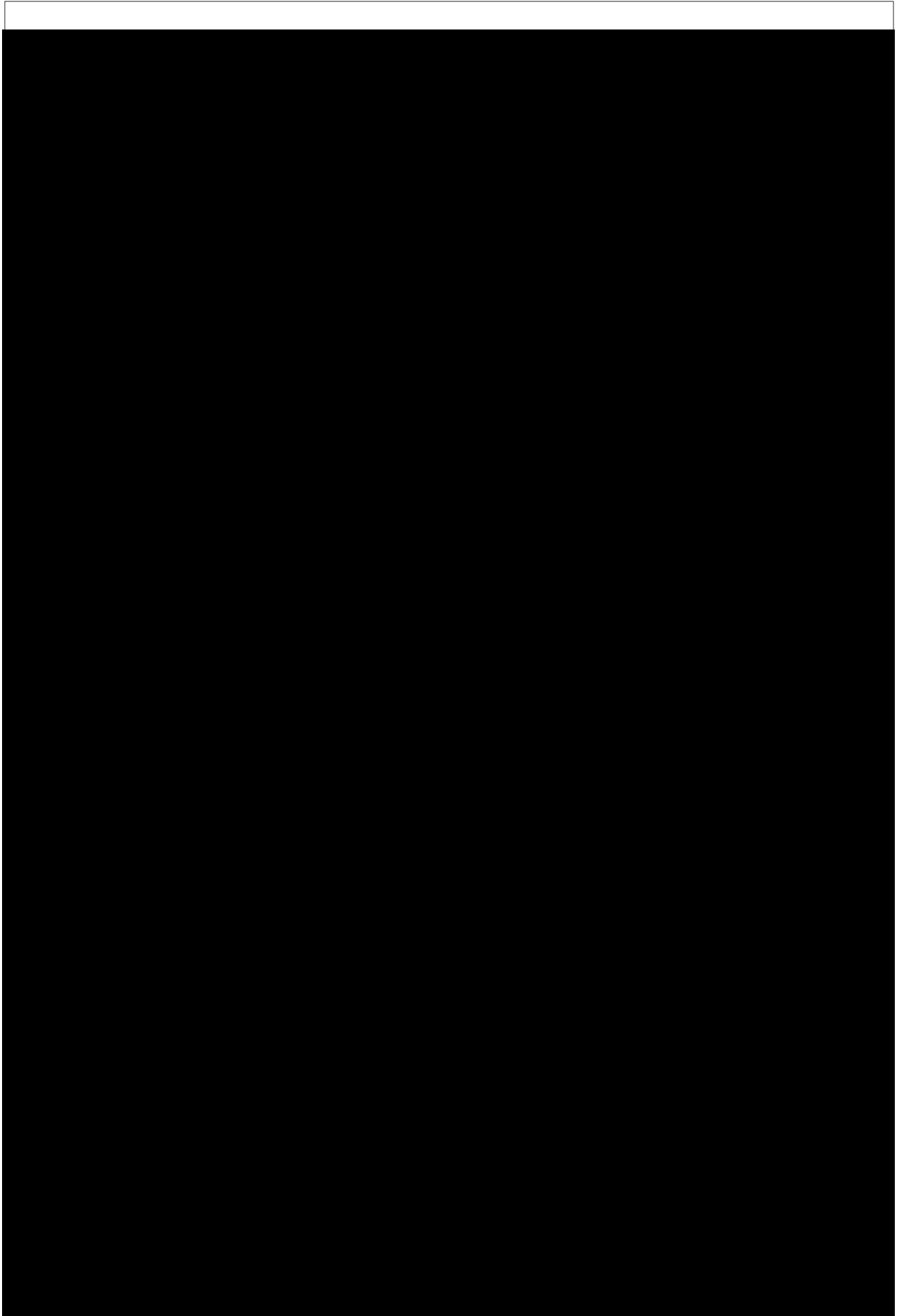












1 Q. Now, these -- some of these customers, when
2 they didn't get the questionnaires and dispensing
3 data in, they did get extensions?

4 A. Some of them did, yes. If they indicated to
5 us, "I'm sorry, I haven't gotten to it, I was on
6 vacation," this, whatever, if the reason seemed
7 plausible, we would ask for a two or three-day
8 extension. But after that, if it wasn't in our
9 hands --

10 Q. Some of the extensions were longer than two
11 or three days, weren't they?

12 A. I'm sure there may have been some that may
13 have been a week, if somebody was on vacation for a
14 week. That could have happened.

15 Q. Some were 30 days?

16 A. Rarely.

17 Q. And when they got the extension, it wasn't
18 just a matter of not cutting off their controls, but
19 they were still receiving product; is that right?

20 A. During the time that we were getting that
21 data in, correct.

22 MS. KOSKI: Are you still doing okay?

23 THE WITNESS: Uh-huh. Is everybody else?

24 MS. KOSKI: You have more energy than me.

25 THE WITNESS: And I didn't even have coffee

1 today.

2 MS. KOSKI: I need more.



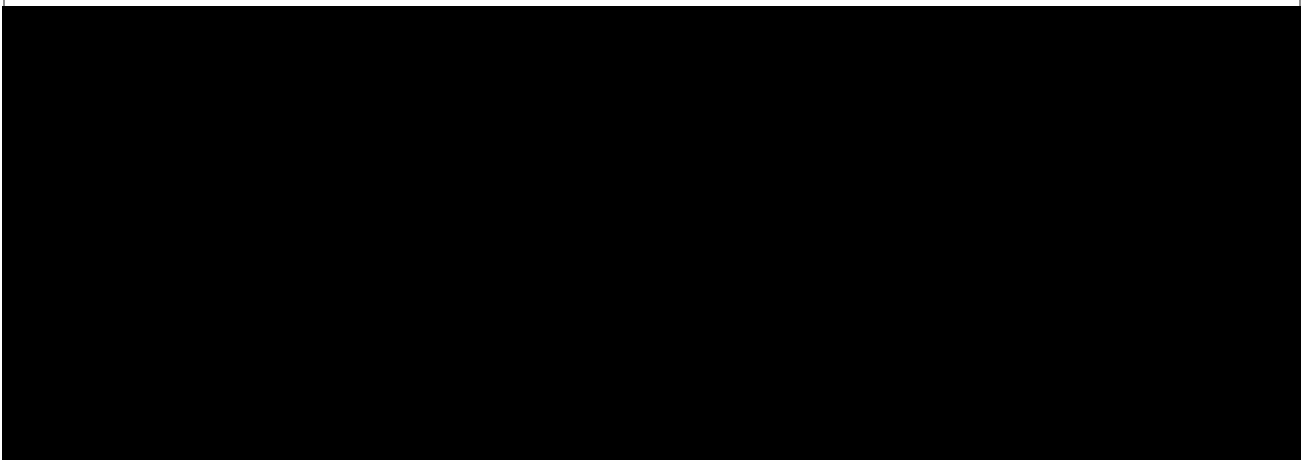
10 A. I do not know.

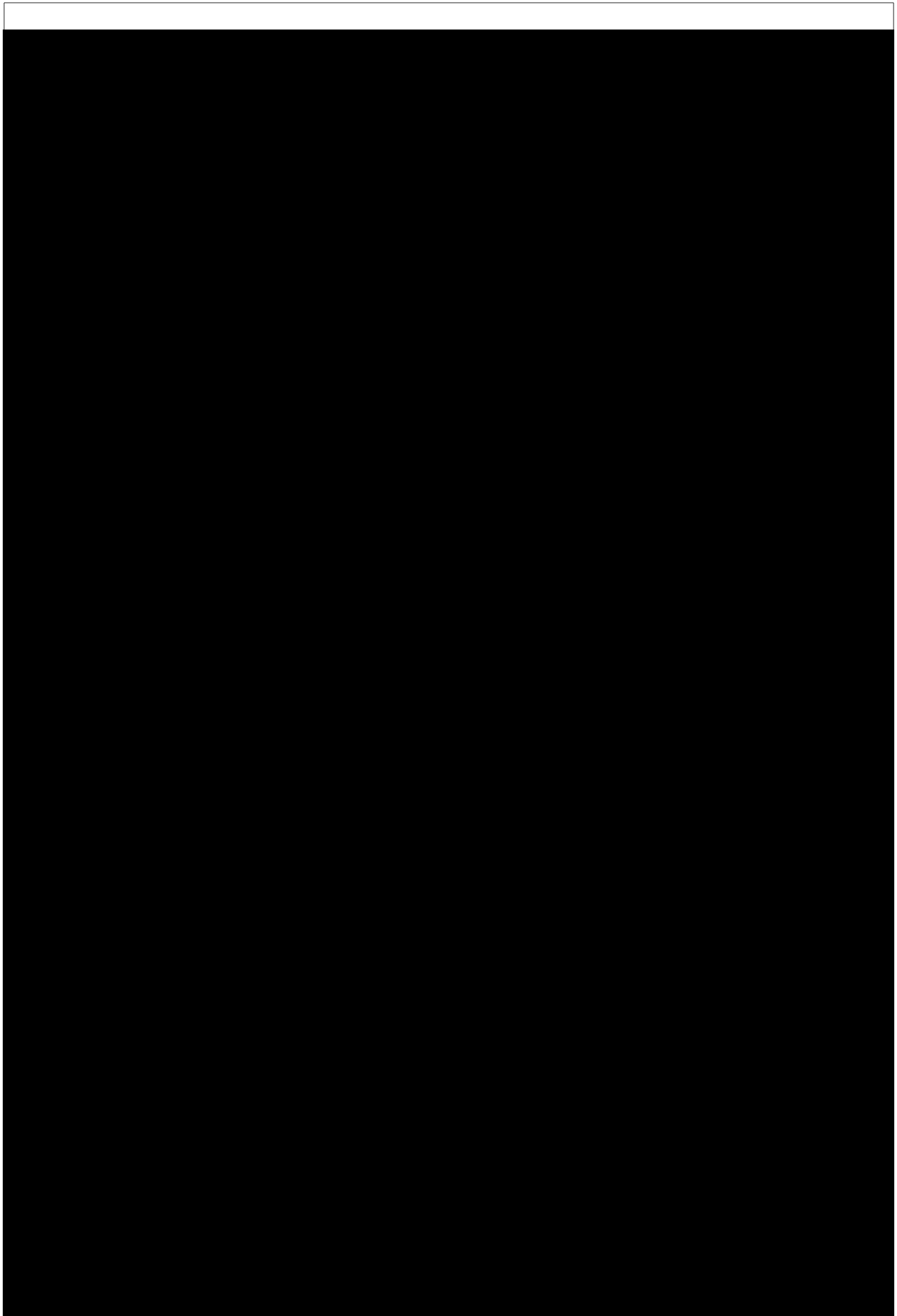
11 Q. This is just backing up a few days from that
12 week in December in 2011.

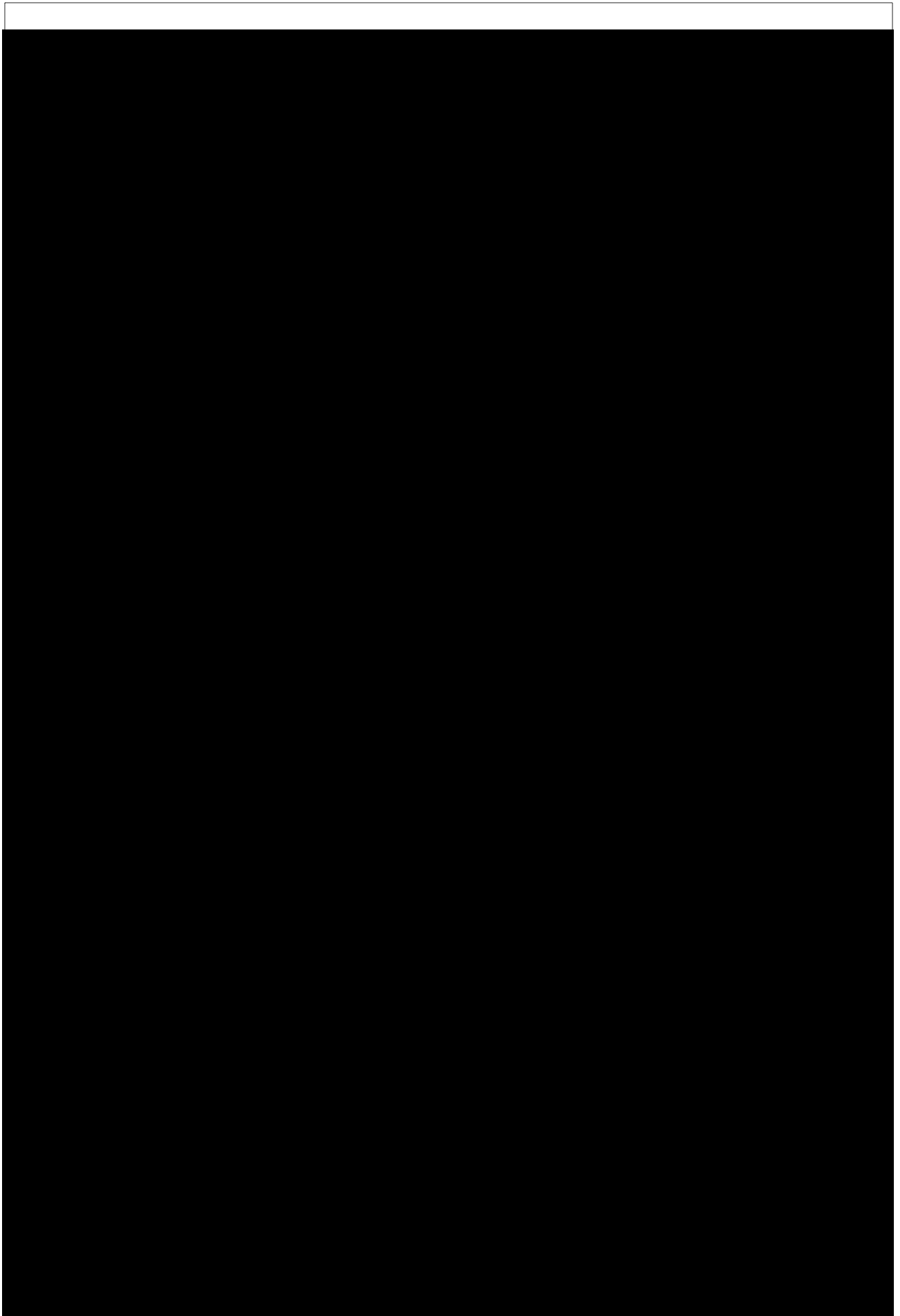
13 (Anda-Williams Exhibit 30 was marked for
14 identification.)

15 BY MS. RELKIN:

16 Q. This is Number 30, and the stamp number is
17 70549 through 50. And I probably should have shown
18 you this e-mail first, since it's a week earlier.
19 And this is a series of e-mails from you.







16 (Anda-Williams Exhibit 31 was marked for
17 identification.)
18 MS. RELKIN: We're getting there.
19 MS. KOSKI: Getting there like a 7:40 flight
20 getting there or -- just wondering.
21 MS. RELKIN: I will do my best.
22 MS. KOSKI: Okay.
23 MS. RELKIN: Mine is, like, 8:00 or 7:59.
24 MS. KOSKI: Yeah.
25 MS. RELKIN: So we're in the same boat.

1 MS. KOSKI: All right. I'm here. I can go
2 later, but you have your time.

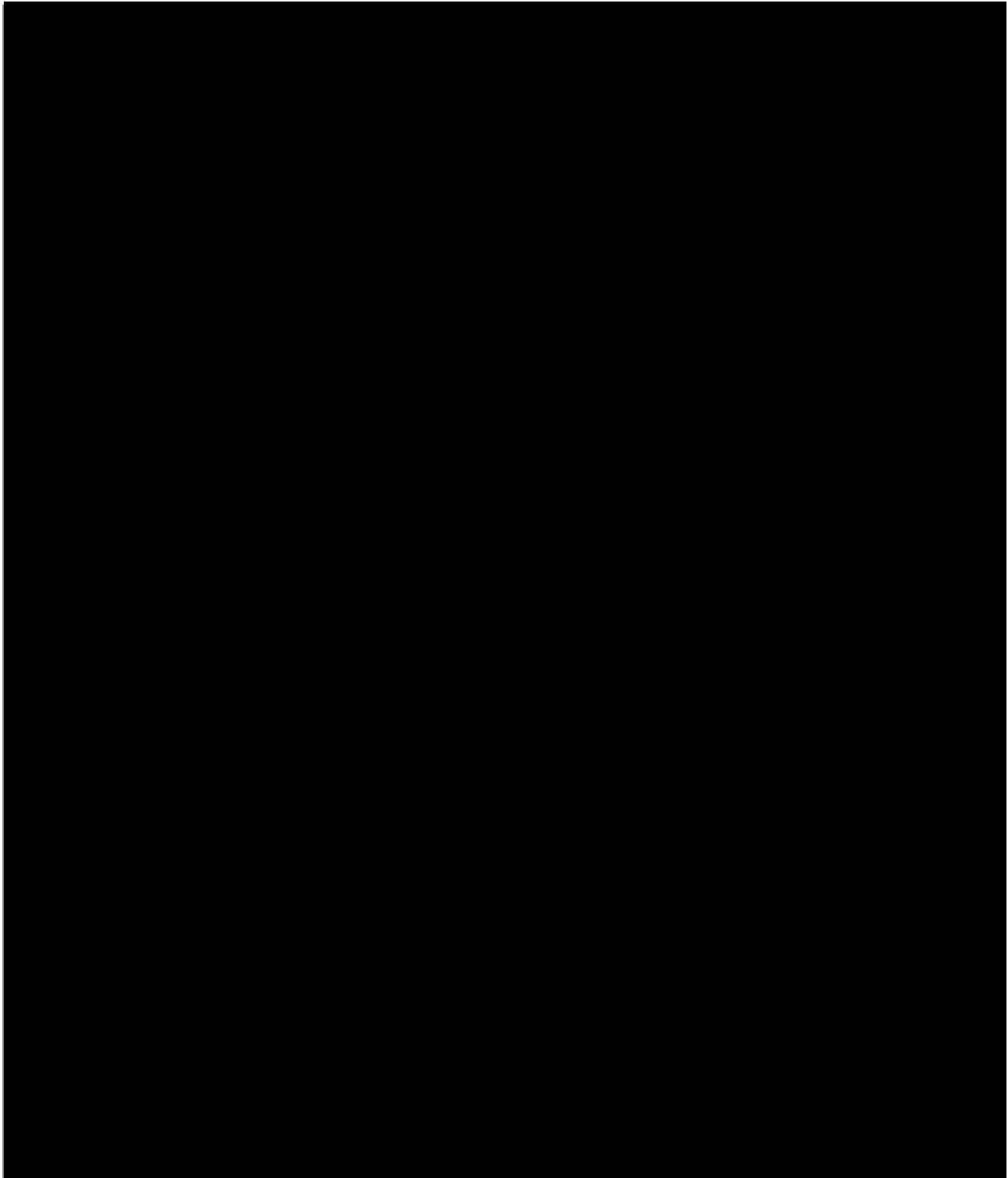
3 BY MS. RELKIN:

4 Q. Okay. So what we've marked as Exhibit 31,
5 stamped 107989, is an e-mail from Patrick Cochrane
6 to you regarding a customer number 404255. Strike
7 the -- yeah. So that's the top of the e-mail, but
8 the bottom of the e-mail --

9 A. Uh-huh.

10 Q. -- that's from you to him.

11 A. Correct.

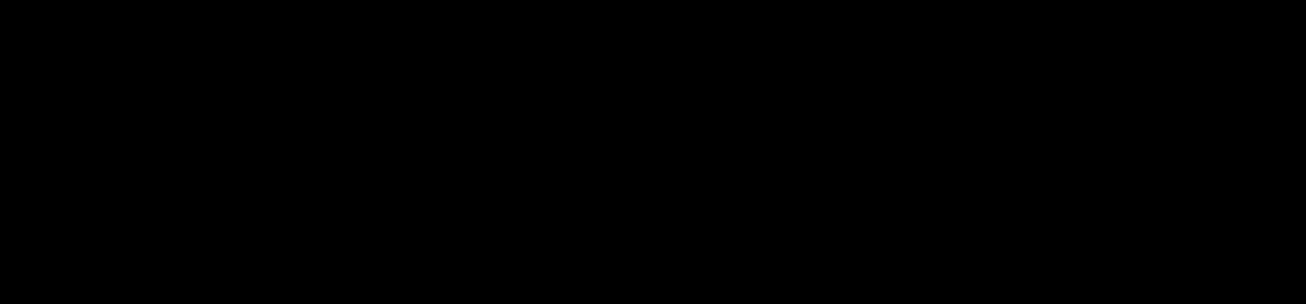


21 (Anda-Williams Exhibit 32 was marked for
22 identification.)

23 BY MS. RELKIN:

24 Q. I'm showing you a document that's from the
25 next month, so what we've marked as Exhibit 32 is

1 stamped 109372, going to -- it's a three-page
2 document.

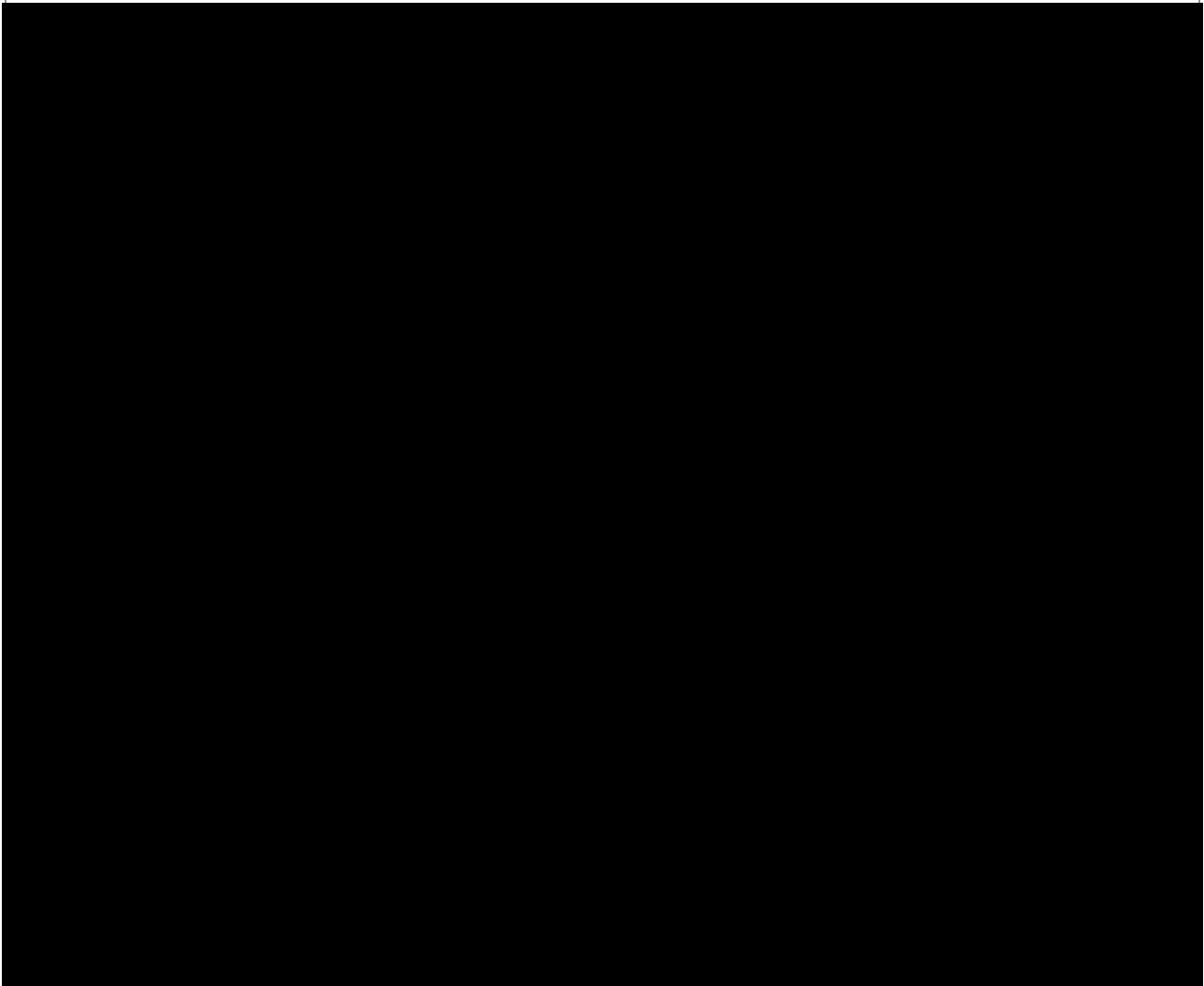


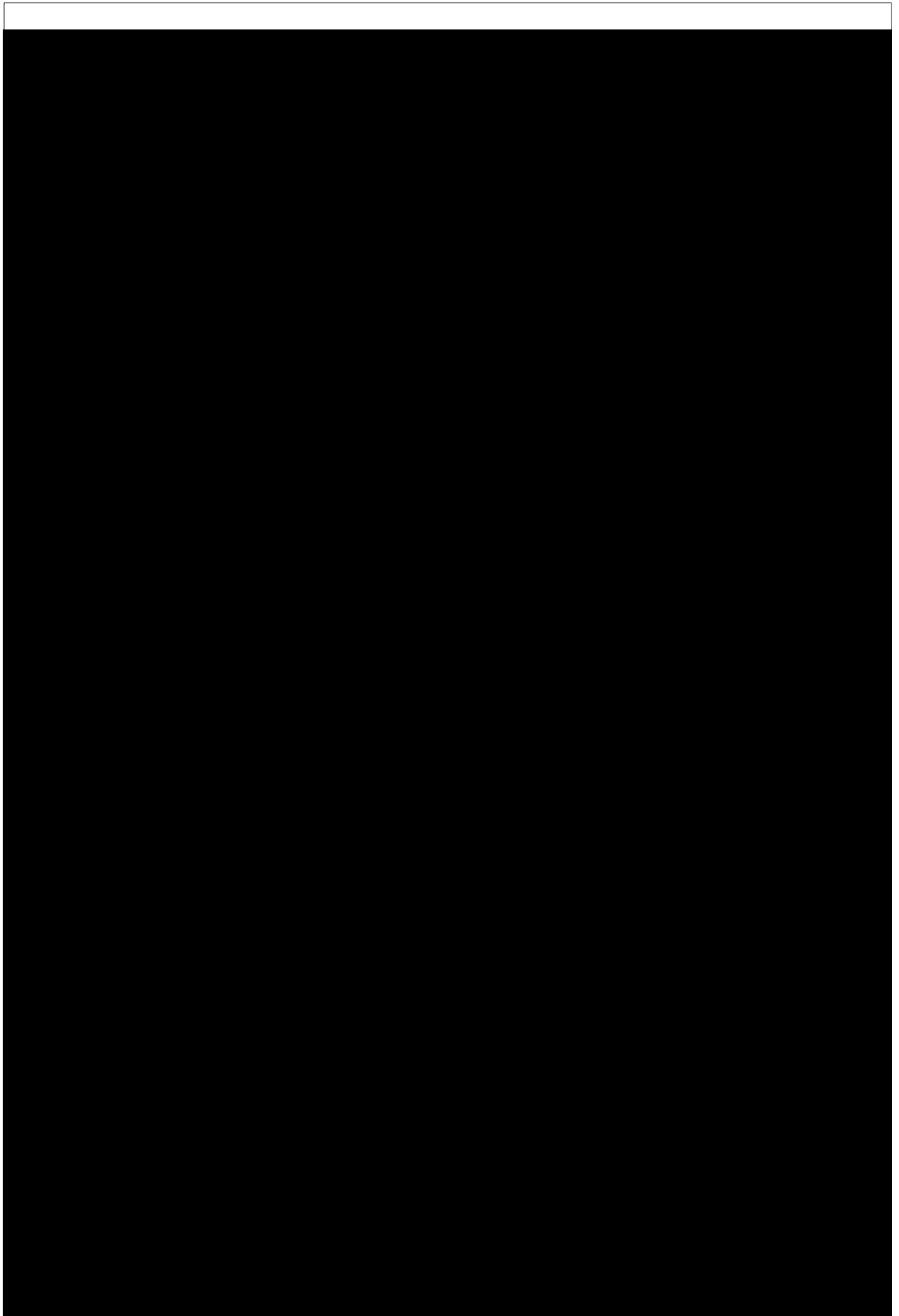
7 Donna Rochin, who was she?

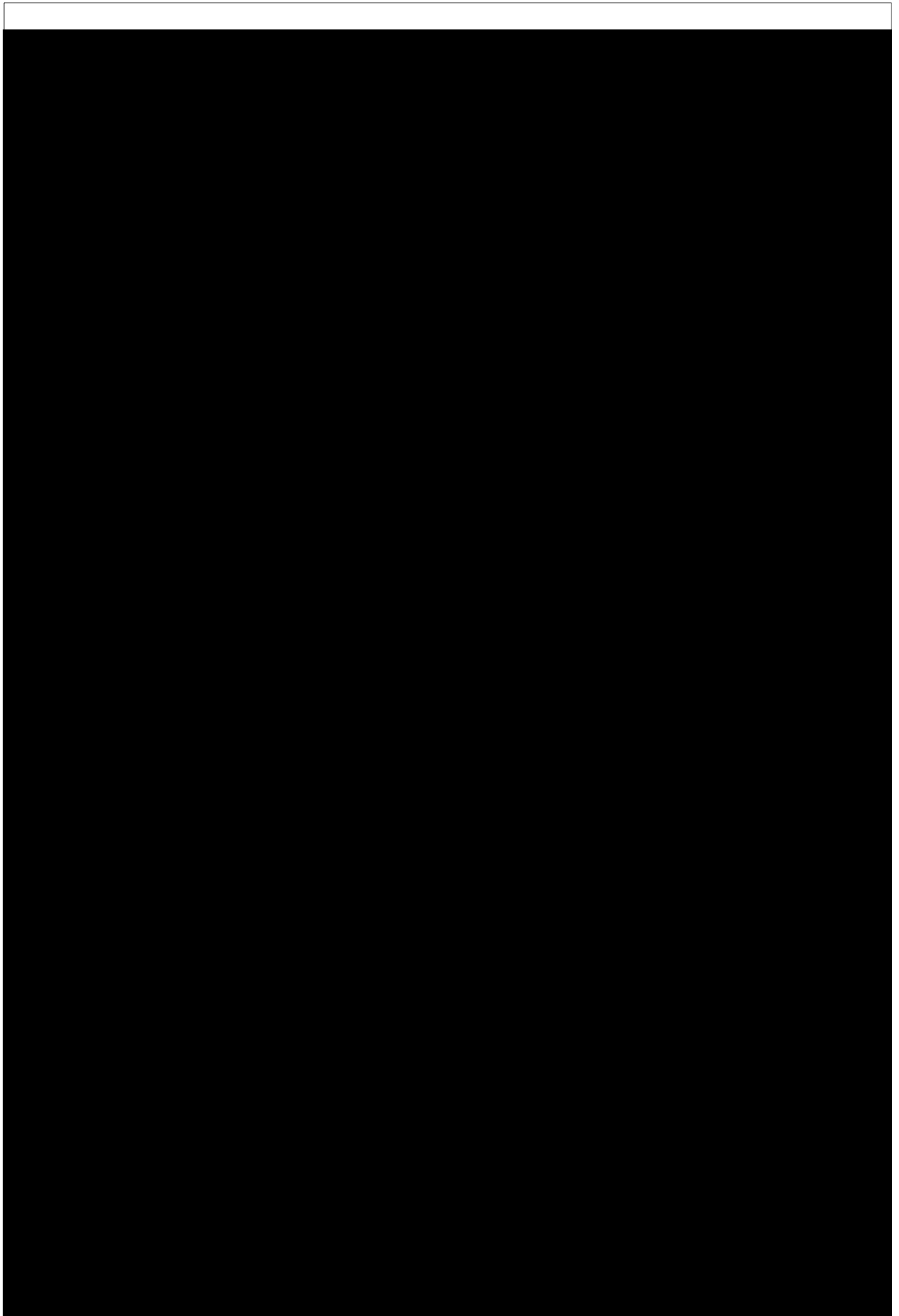
8 A. She was one of the sales representatives out
9 on the West Coast in our Corona office.

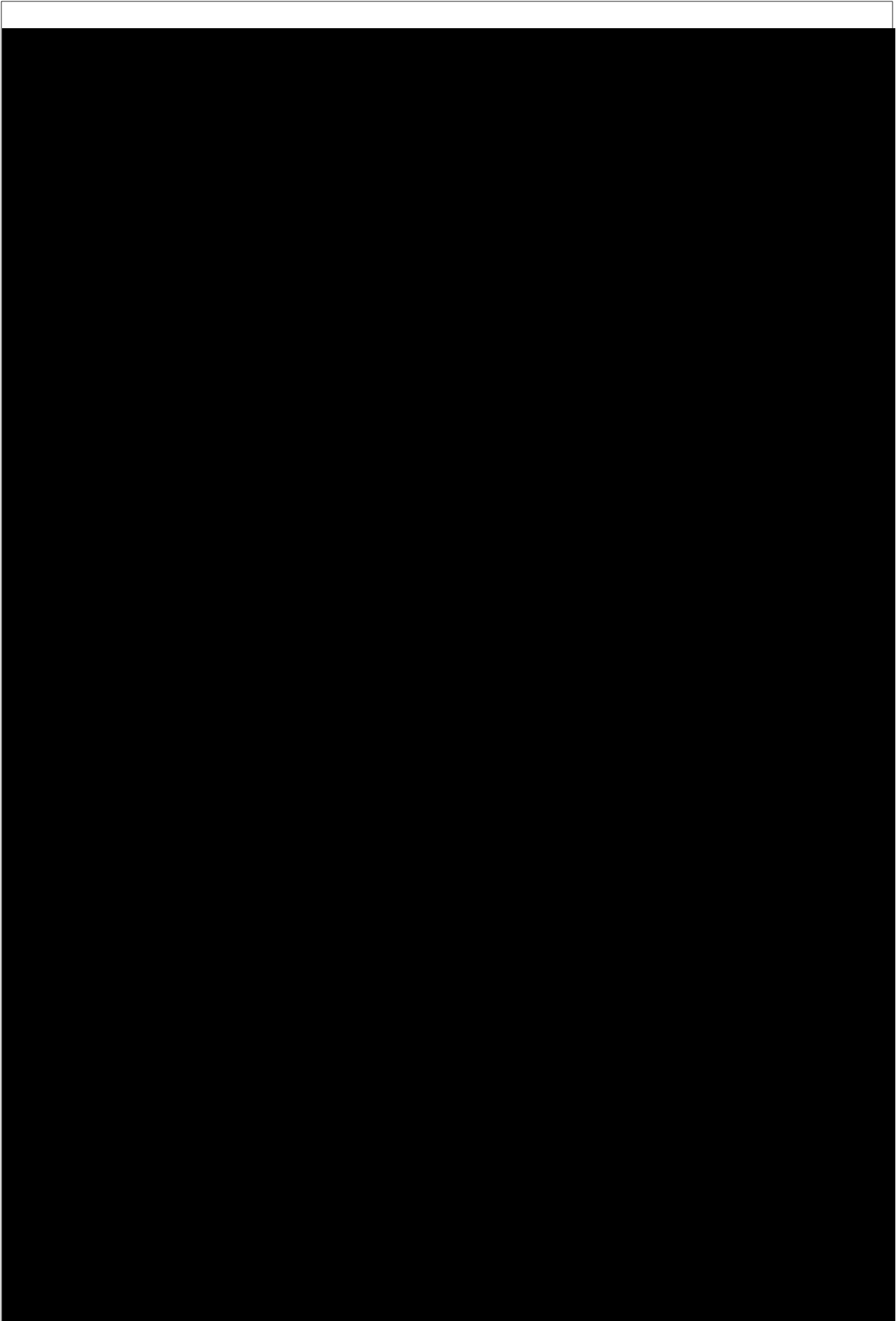
10 Q. So she didn't report to you?

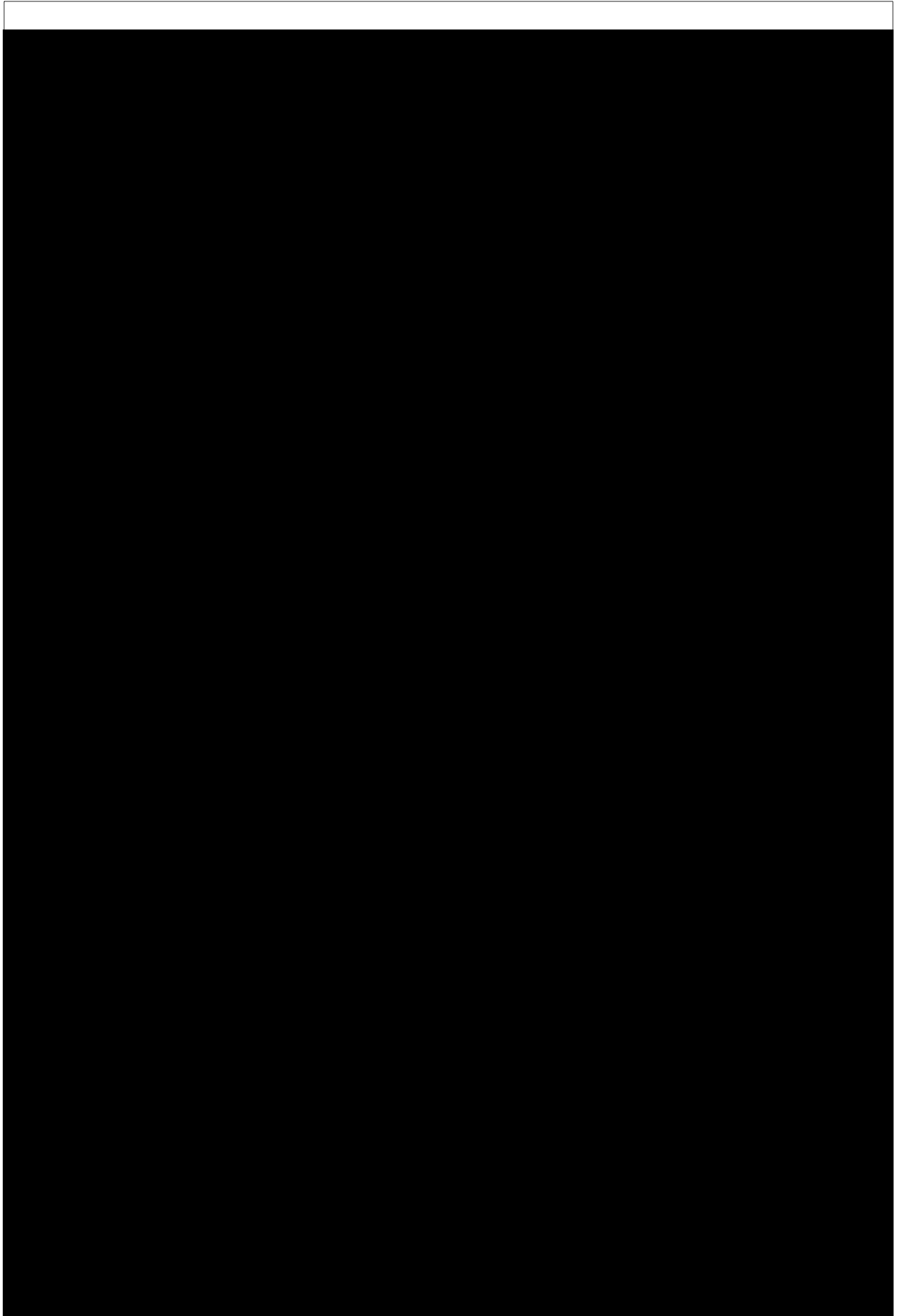
11 A. No.

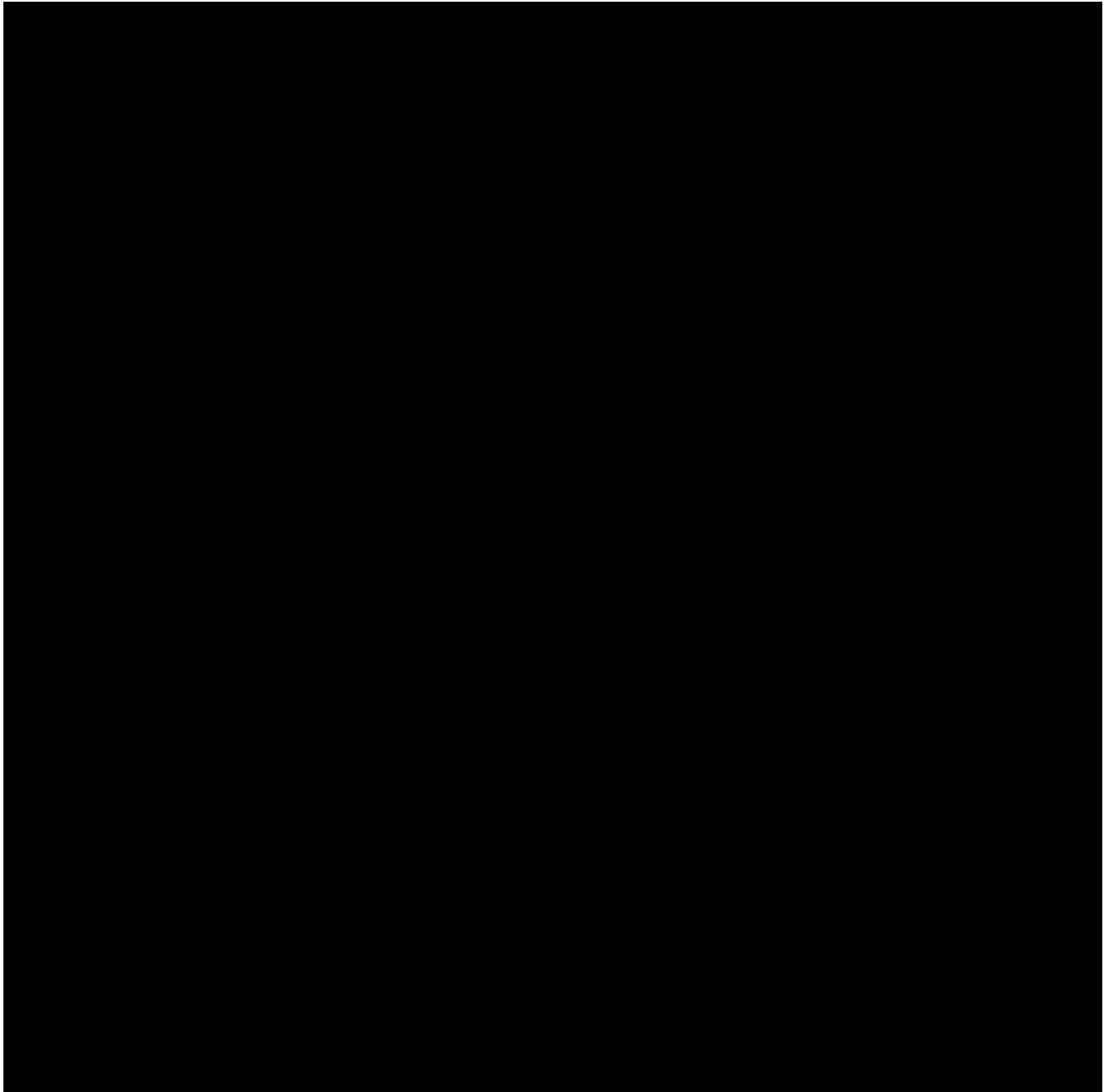












18 Q. And do you know if there were any issues
19 with Paul Ravinoff?

20 A. Can you elaborate on what kind of issues?

21 Q. Regarding controlled substances.

22 A. Regarding controls? I can't recall. I
23 can't recall of anything where there was
24 documentation on him specifically regarding
25 controls.

1 Q. Is he still with the company?

2 A. I do not know.

3 Q. Was he there when you left?

4 A. He was there when I left, yes.

5 Q. What about Wayne Tischler, any issues of
6 concern that you were aware of?

7 A. No.

8 Q. Is he still with the company?

9 A. No, he is not. He was laid off.

10 Q. When was he laid off?

11 A. I believe he was laid off about a year after
12 I was laid off. I was laid off in 2015, so it would
13 have been around 2016.

14 Q. What percentage of the force was laid off
15 during that time period?

16 MS. KOSKI: Object to form.

17 A. I don't know the percentage. I just know
18 that most of the sales managers that used to report
19 to me are no longer there.

20 Q. And a number of them were that -- was
21 that -- you were in '15. The '16, that was the wave
22 when Teva acquired?

23 A. There was -- my understanding was that there
24 was a wave in June, and then there was a wave in
25 July, and then there was a wave, I believe, in

1 August or September.

2 Q. And that was under the Teva control at that
3 point?

4 MS. KOSKI: Object to form.

5 A. I do not recall if Teva officially owned us
6 at that point, but I believe it was in anticipation
7 of them taking us over.

8 Q. Did you come to learn that, you know, Teva
9 management came to the facility in Florida and, you
10 know, made management decisions as to staffing
11 and --

12 A. No, I was not aware of that.

13 Q. Okay. By the way, on this --

14 MS. KOSKI: I don't know how much longer you
15 have, but maybe a break if it's going to be a
16 long time. I'm not pressuring you to make a --

17 MS. RELKIN: No, I'm not -- I'm not wrapping
18 up in 10 minutes, so if you need a break --

19 MS. KOSKI: Yeah. Maybe let's take a
20 stretch break.

21 MS. RELKIN: Okay.

22 MS. KOSKI: We've been going for two hours.

23 THE VIDEOGRAPHER: Off the record at 4:05.

24 (Recess from 4:05 p.m. until 4:18 p.m.)

25 THE VIDEOGRAPHER: Now back on the video

1 record at 4:18.

2 BY MS. RELKIN:

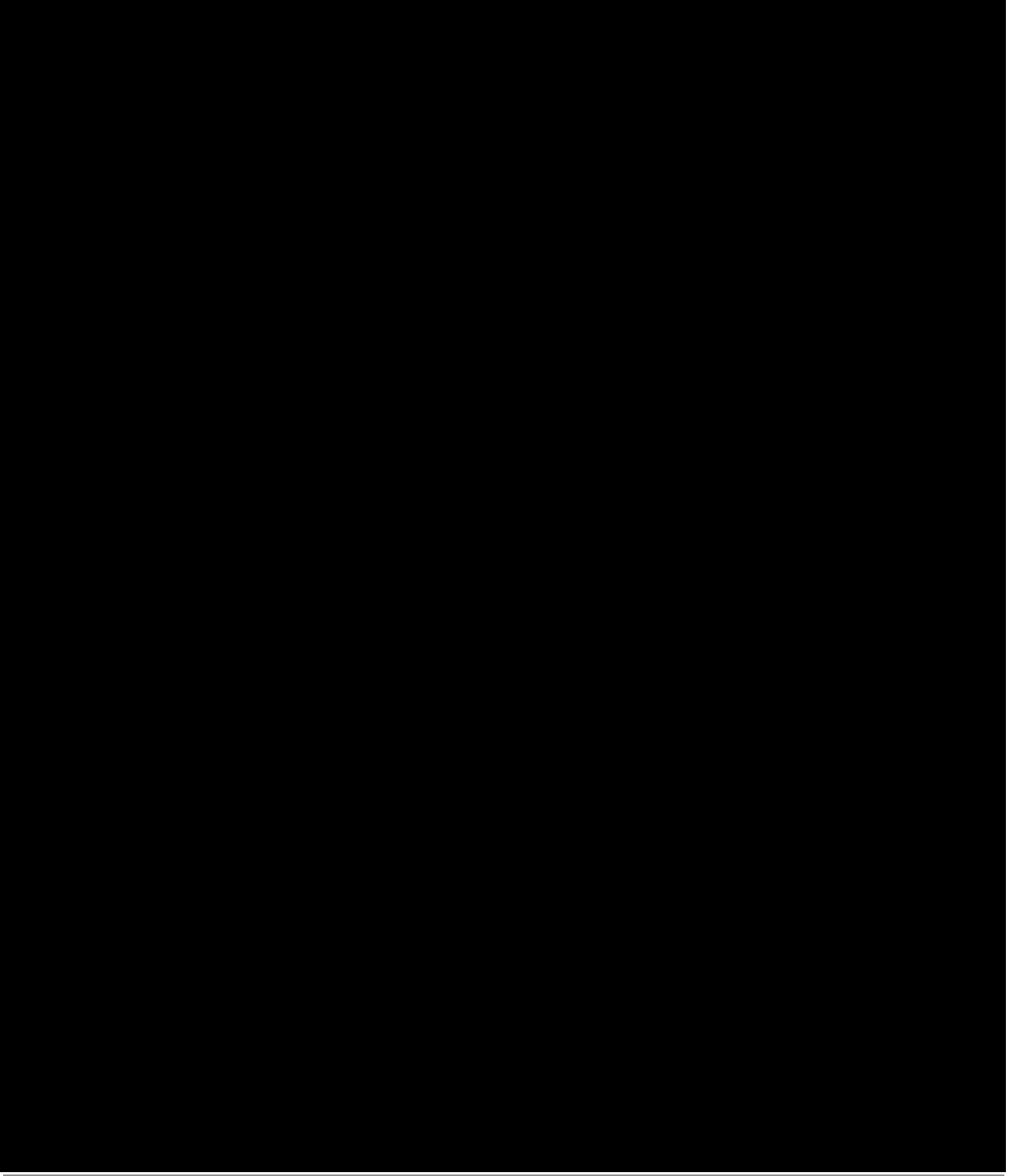


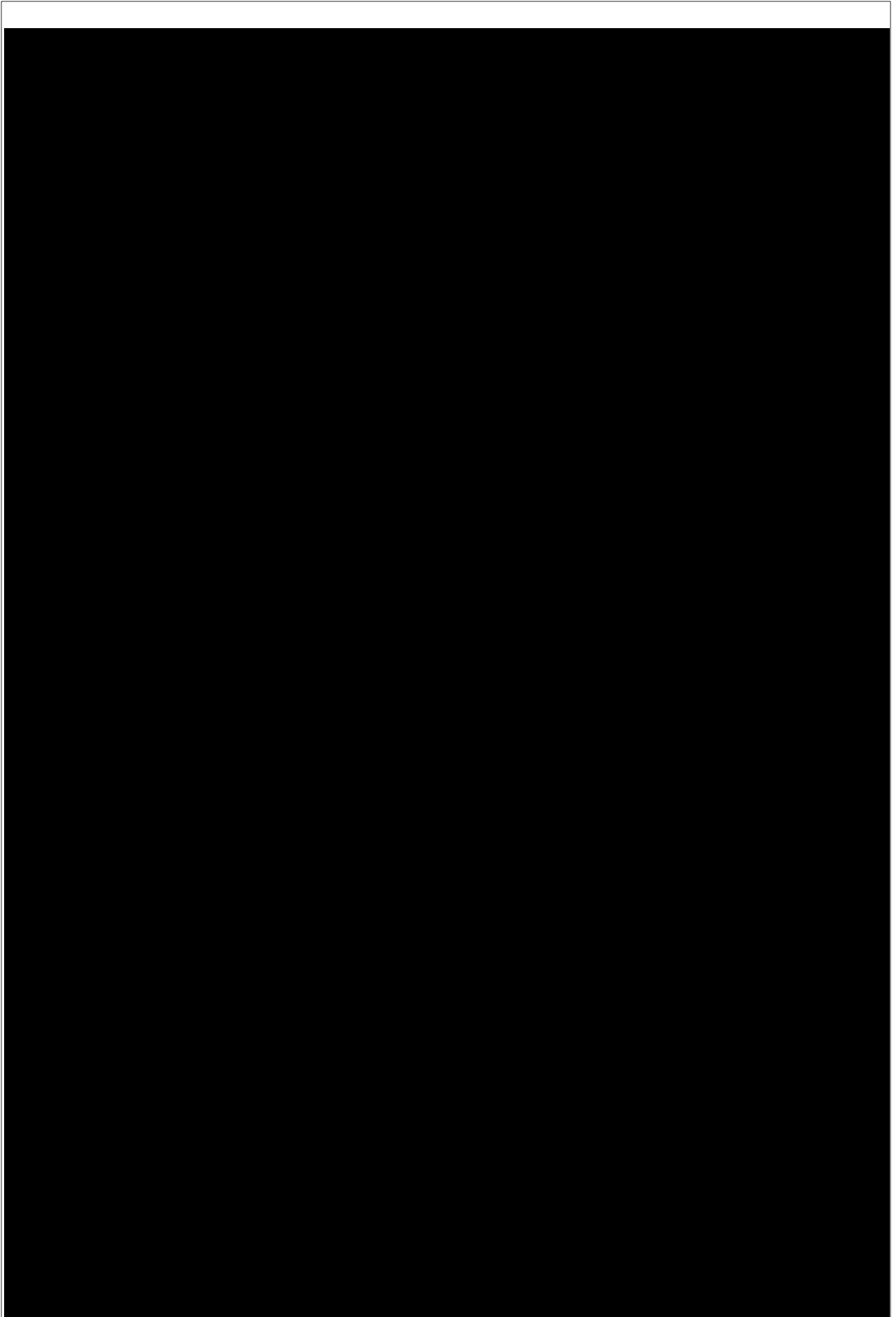
25 (Anda-Williams Exhibit 33 was marked for

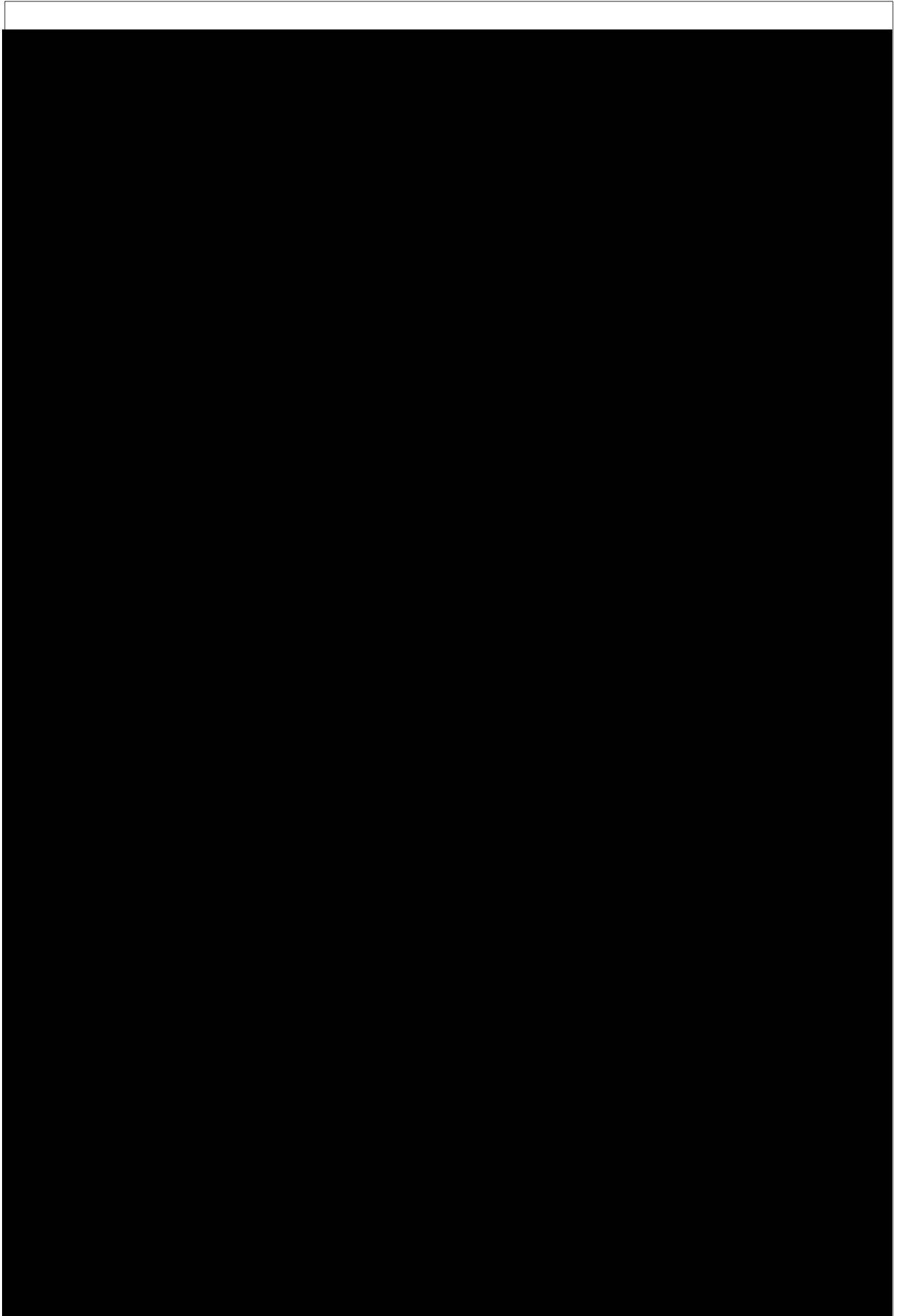
1 identification.)

2 BY MS. RELKIN:

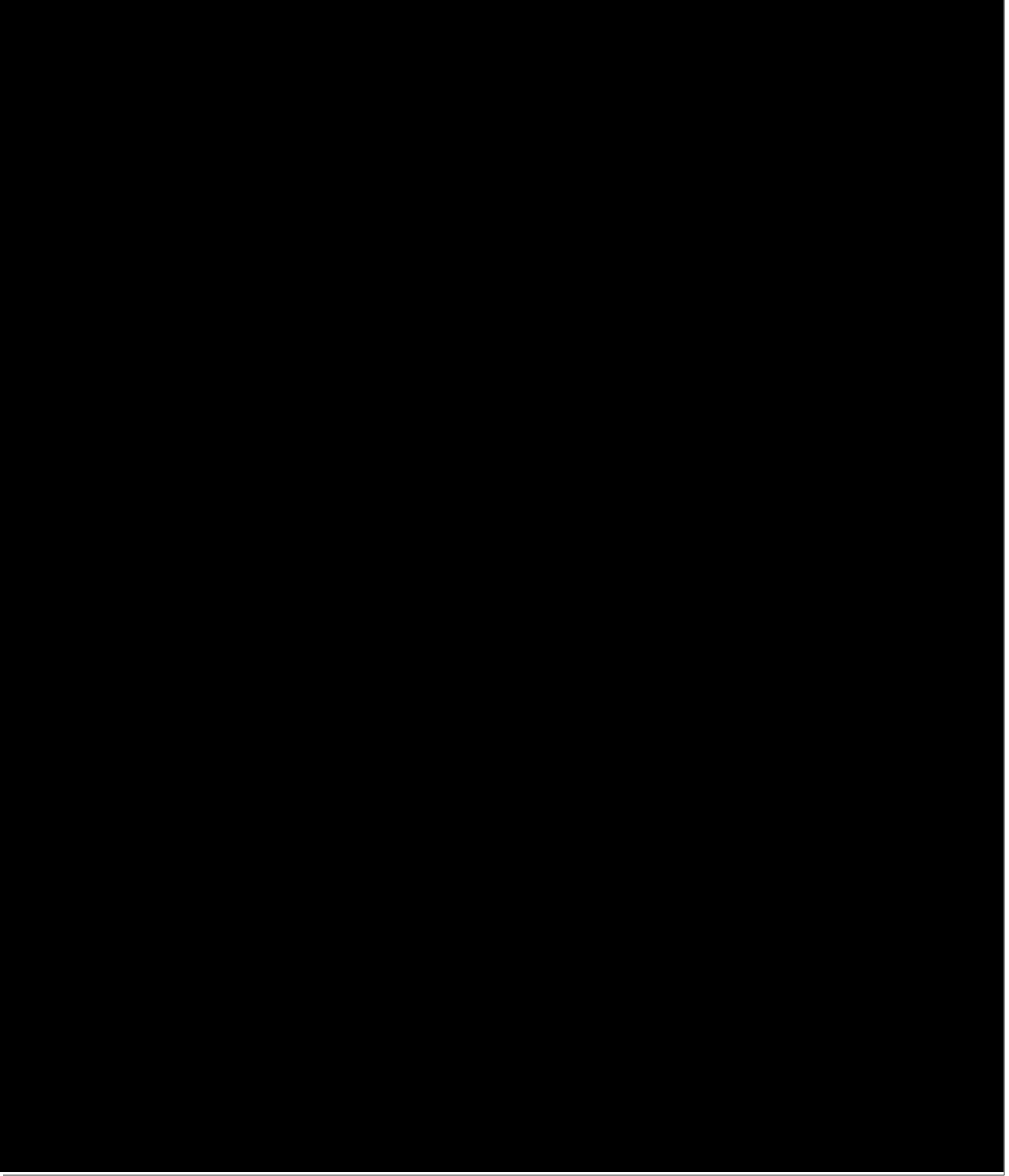
3 Q. We've marked as Exhibit 33 a document
4 stamped 70803. And this is e-mails between you and
5 some of your colleagues in September of 2011.

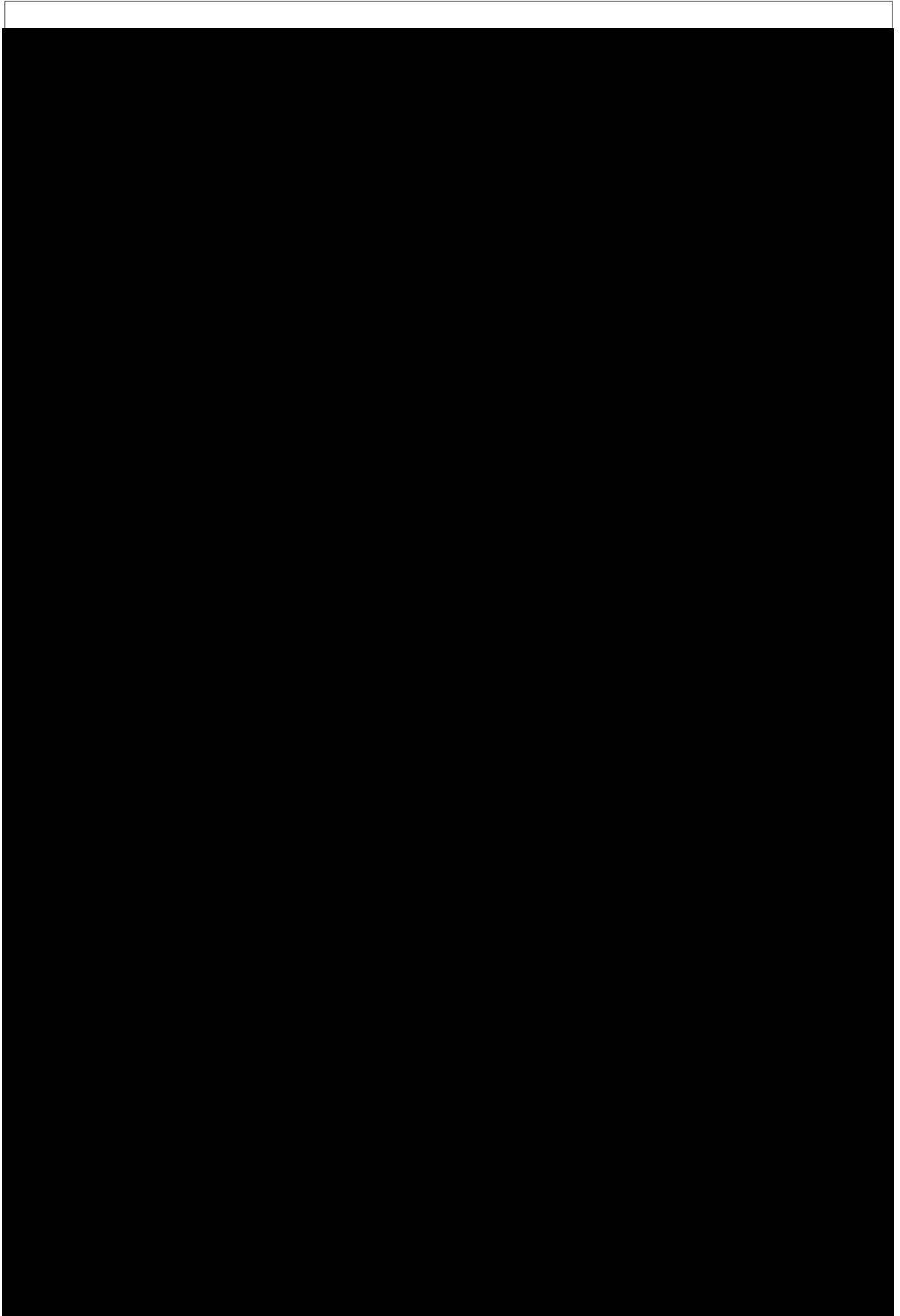


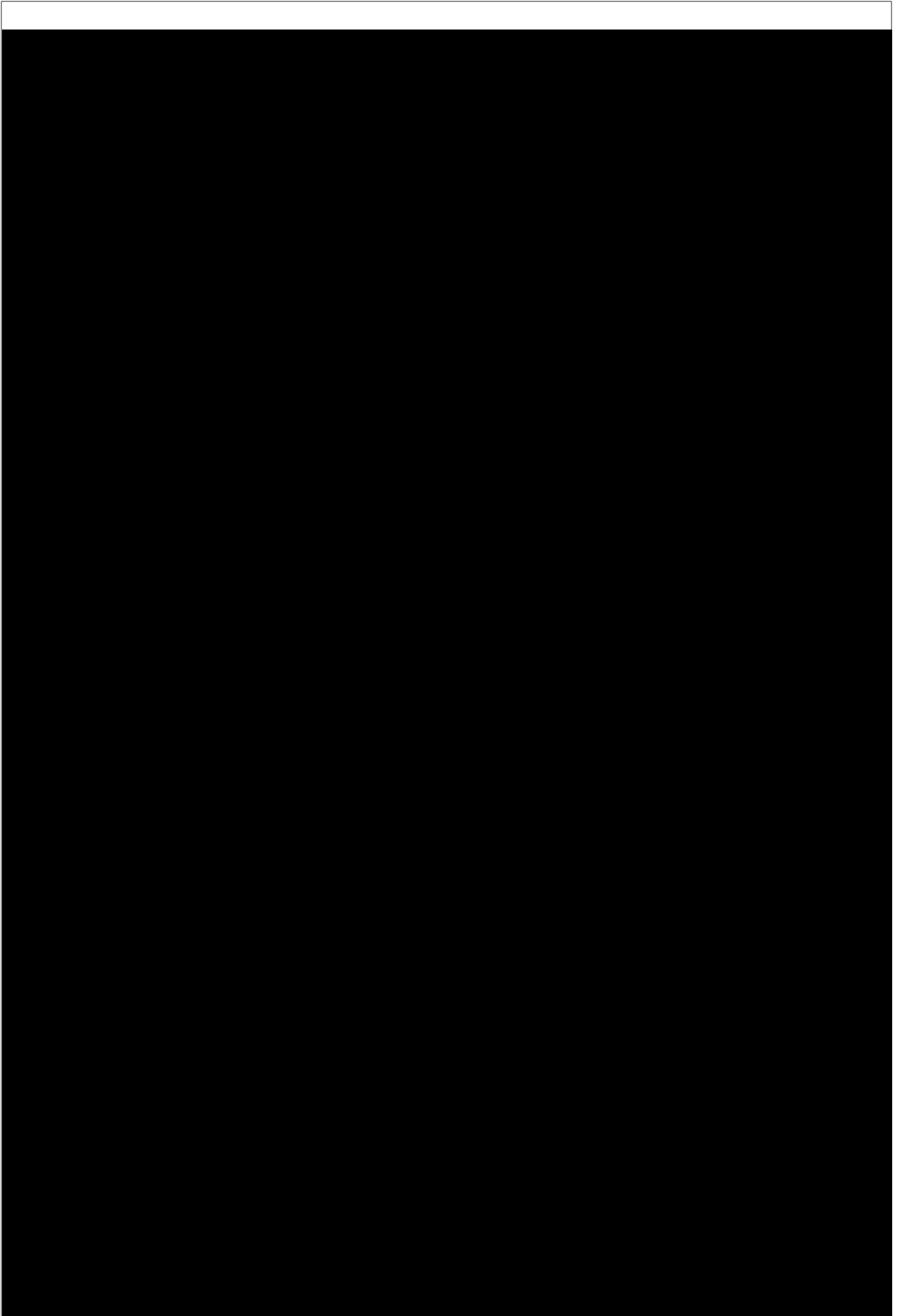


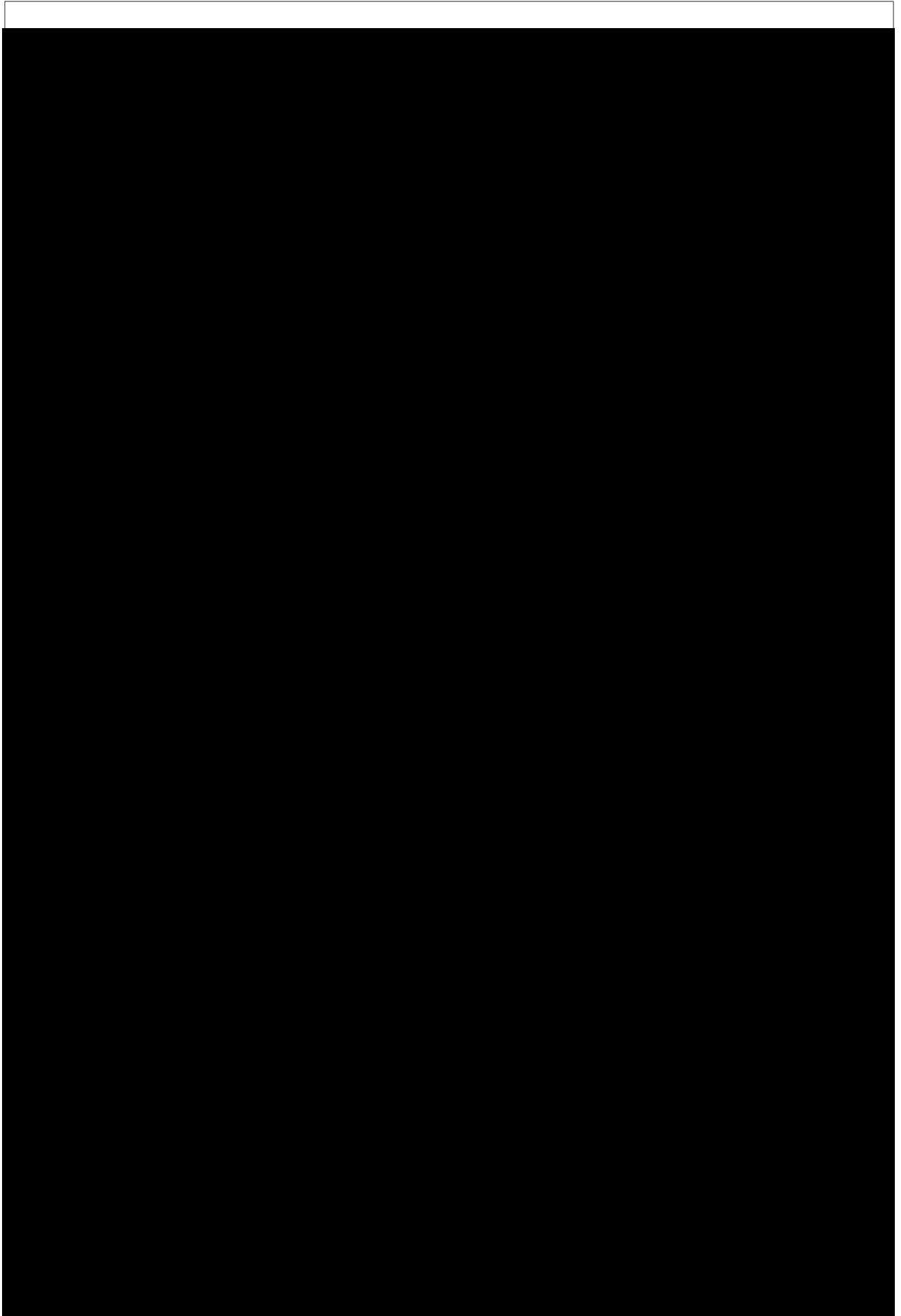


3 (Anda-Williams Exhibit 34 was marked for
4 identification.)
5 BY MS. RELKIN:

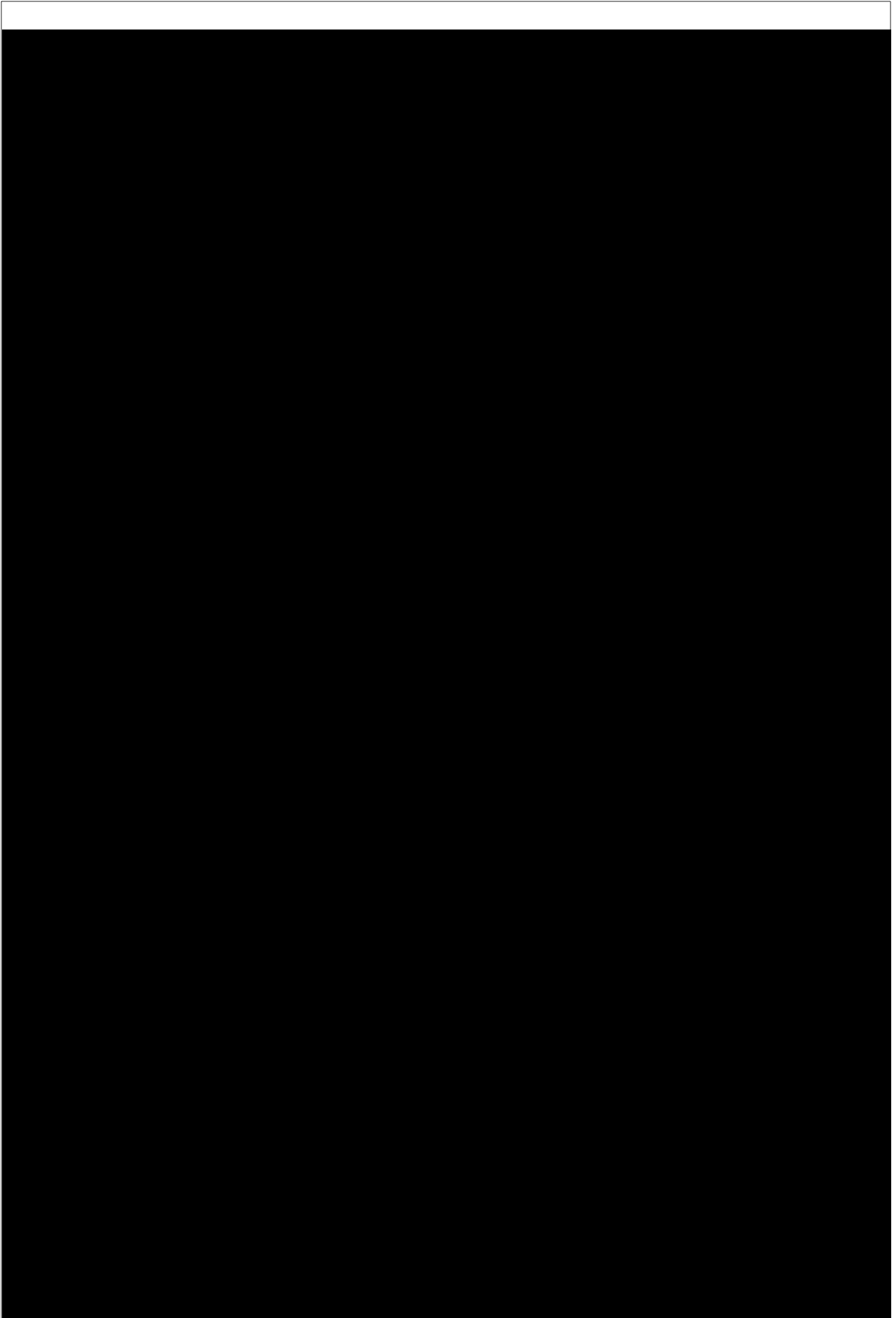


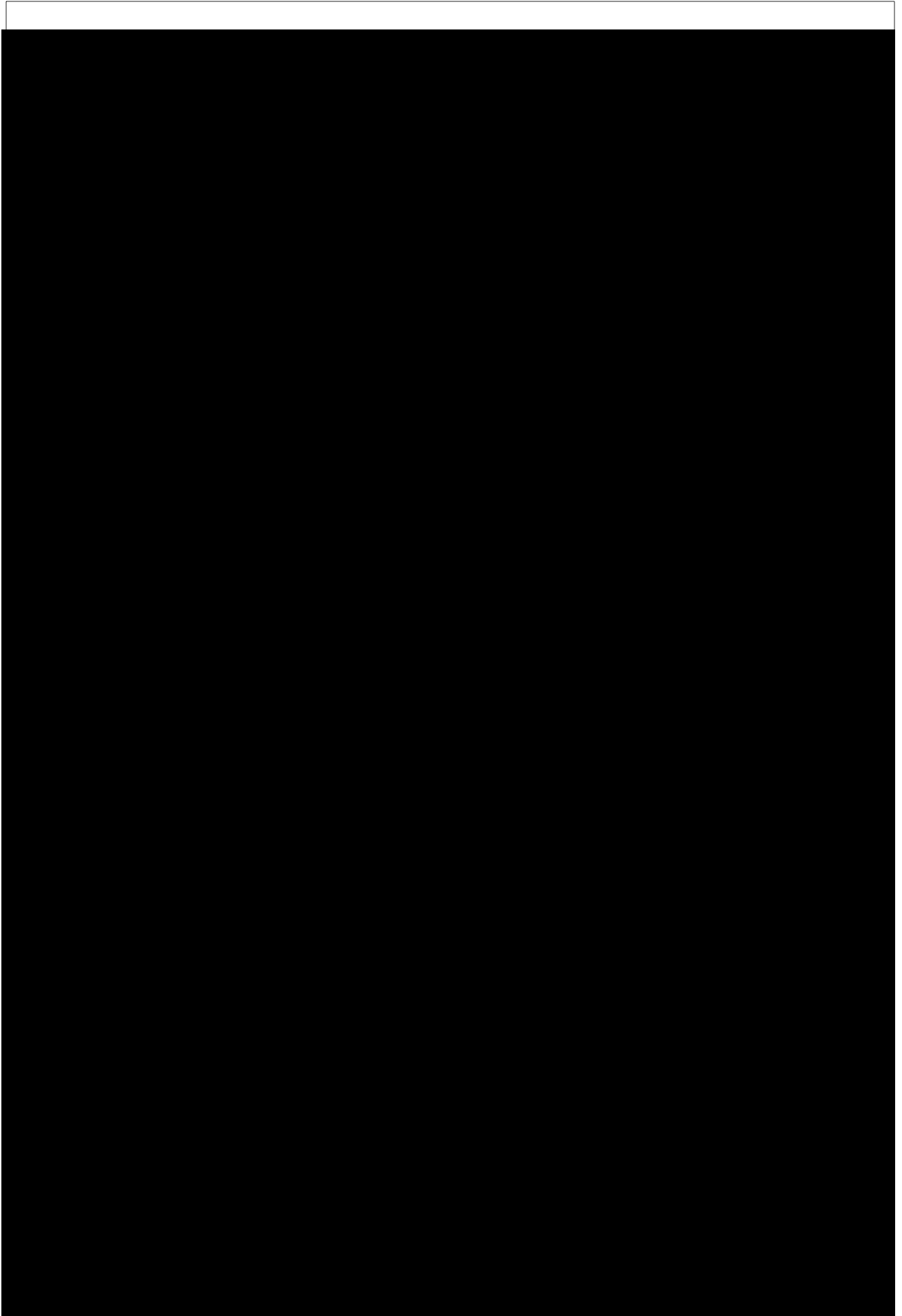


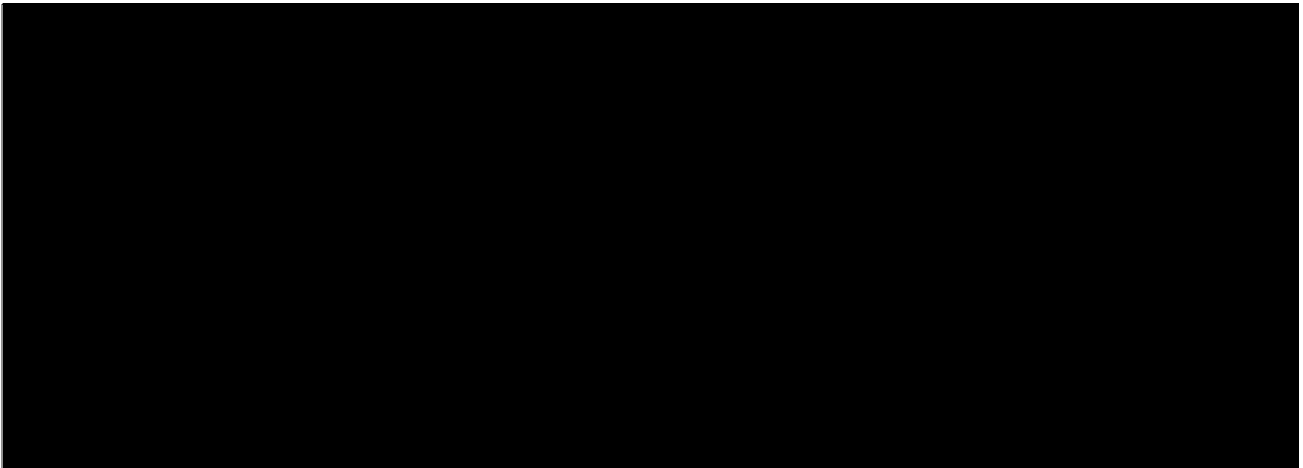




12 (Anda-Williams Exhibit 35 was marked for
13 identification.)
14 BY MS. RELKIN:



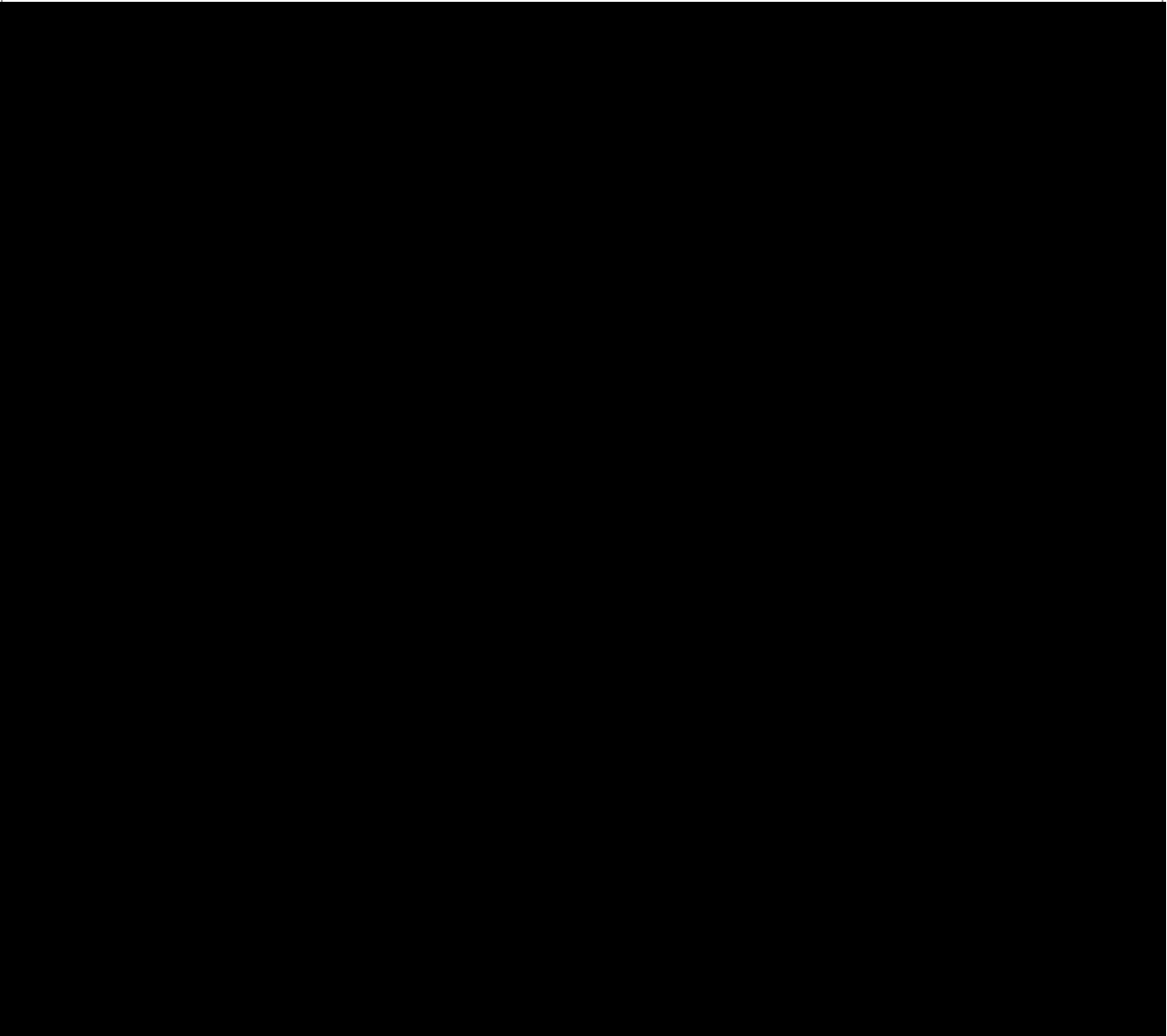


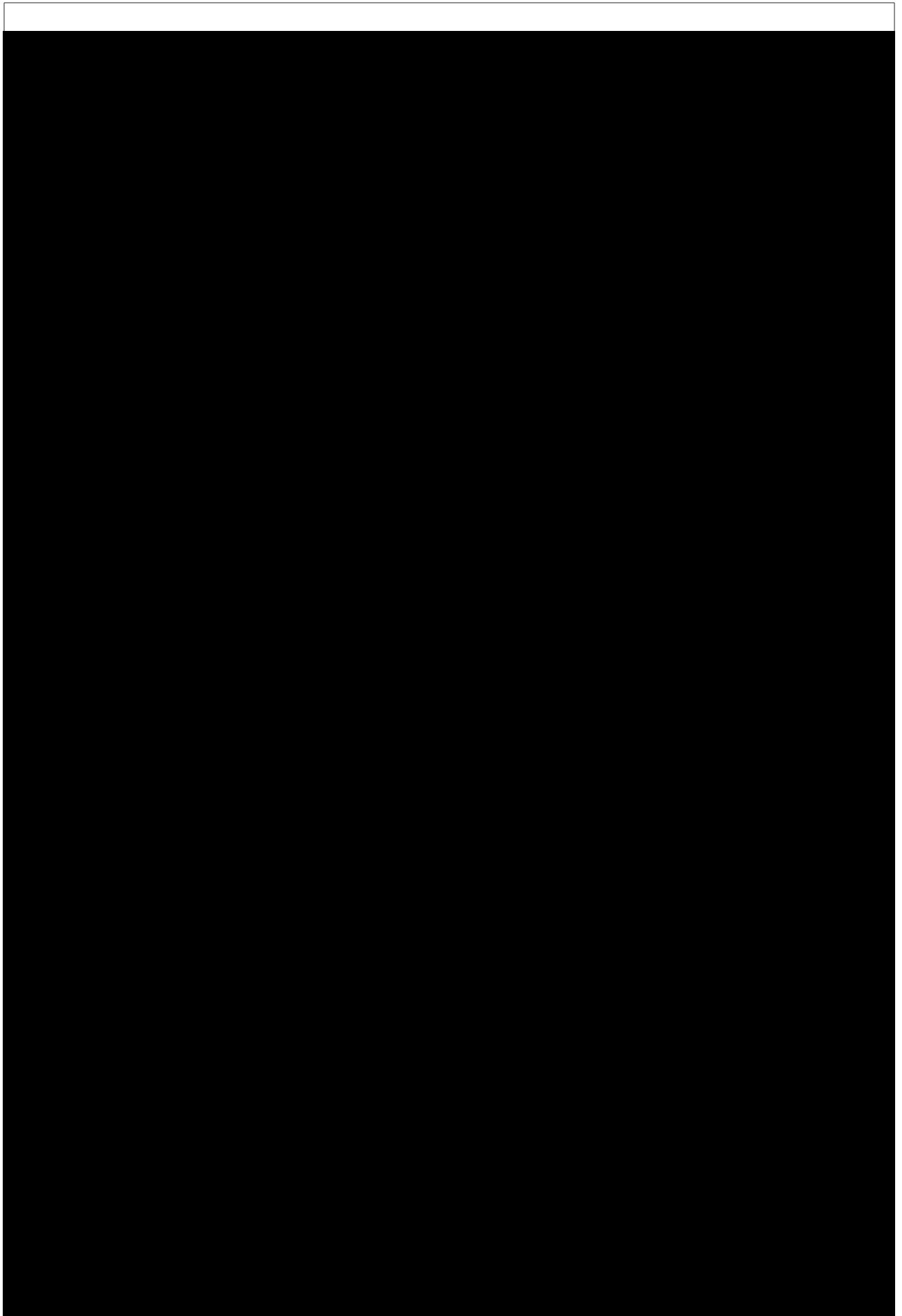


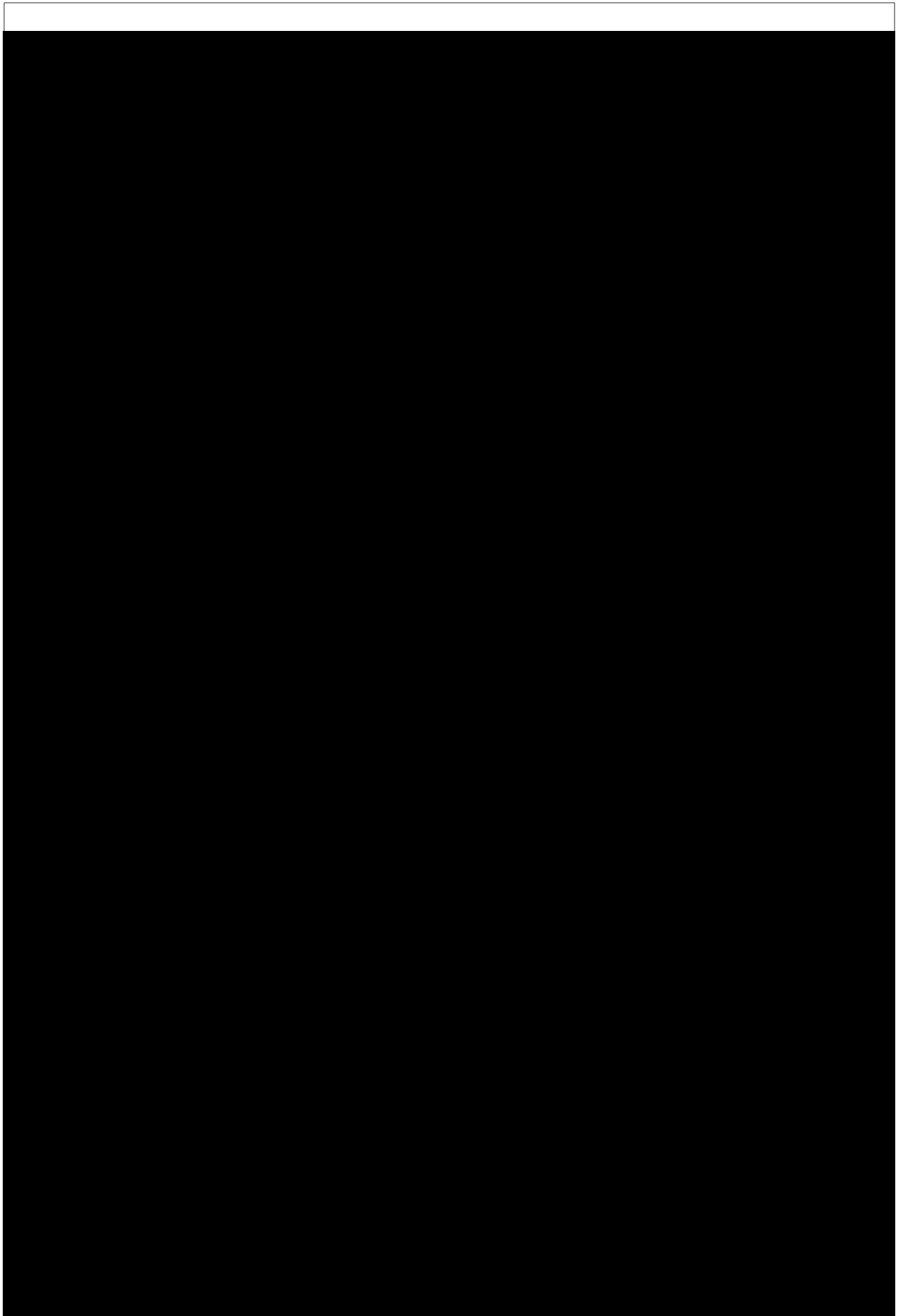
7 (Discussion off the record.)

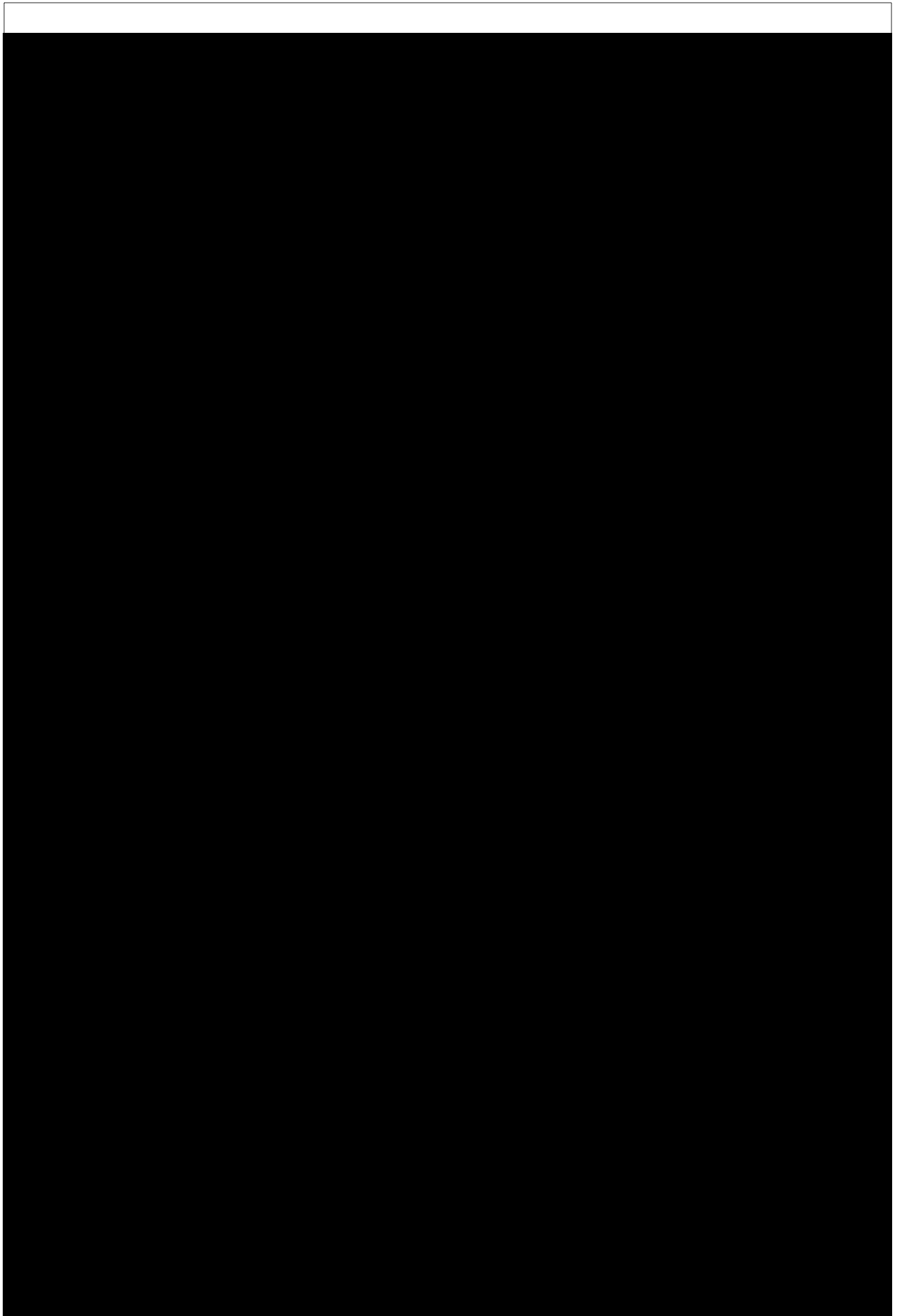
8 (Anda-Williams Exhibit 36 was marked for
9 identification.)

10 BY MS. RELKIN:









13 Q. And was there a concern, when a company did
14 not provide the dispensing data, that there might be
15 reasons why they did not want to share that
16 information?

17 MS. KOSKI: Object to form. Concern by her,
18 by the witness?

19 MS. RELKIN: By the company -- by the
20 pharmacies. Strike that.

21 Q. When a customer would not be compliant,
22 despite reminders and extensions, to not provide
23 dispensing data, did that trigger in your mind and
24 the compliance department, as far as you know,
25 greater concern about the prescribing -- the

1 dispensing habits of those pharmacies?

2 A. I would say as a general rule, yes.

3 However, per our prior conversations, we did have a

4 lot of pharmacies that didn't know how to pull

5 these -- the -- this data. And so the emphasis we

6 were putting on it, the emphasis was there. The

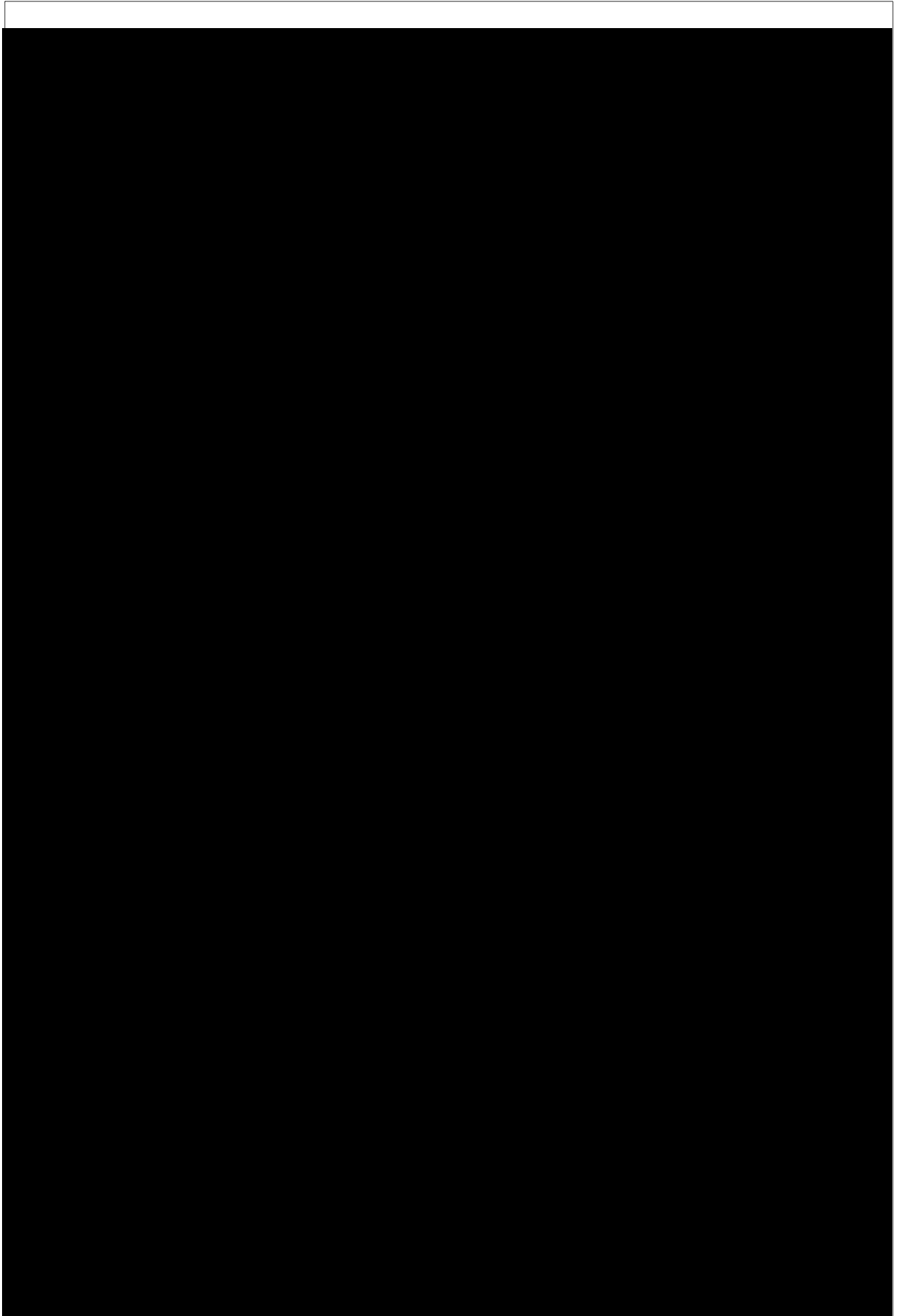
7 calls were being made. The fact that the pharmacies

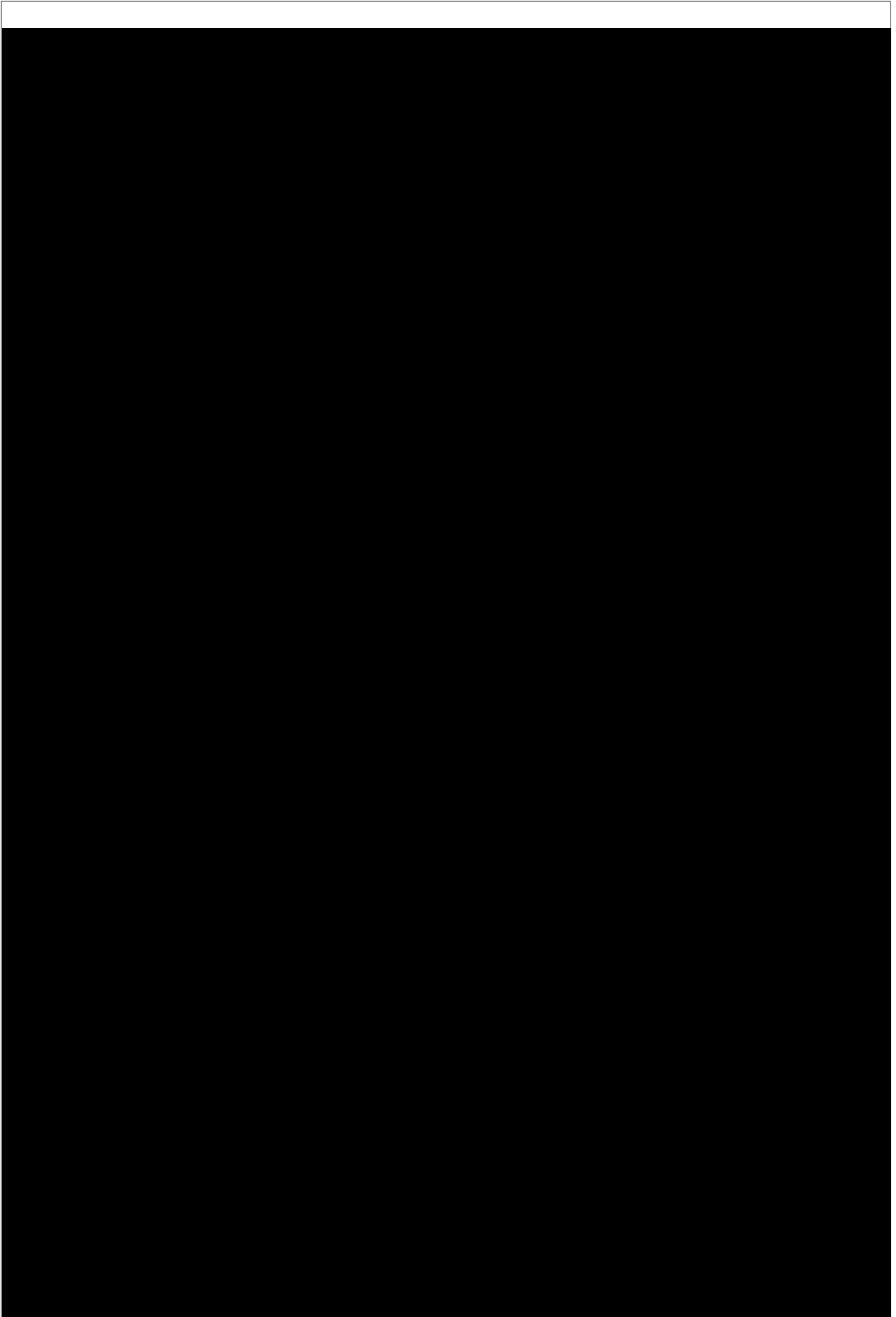
8 were not adhering to our requests became of greater

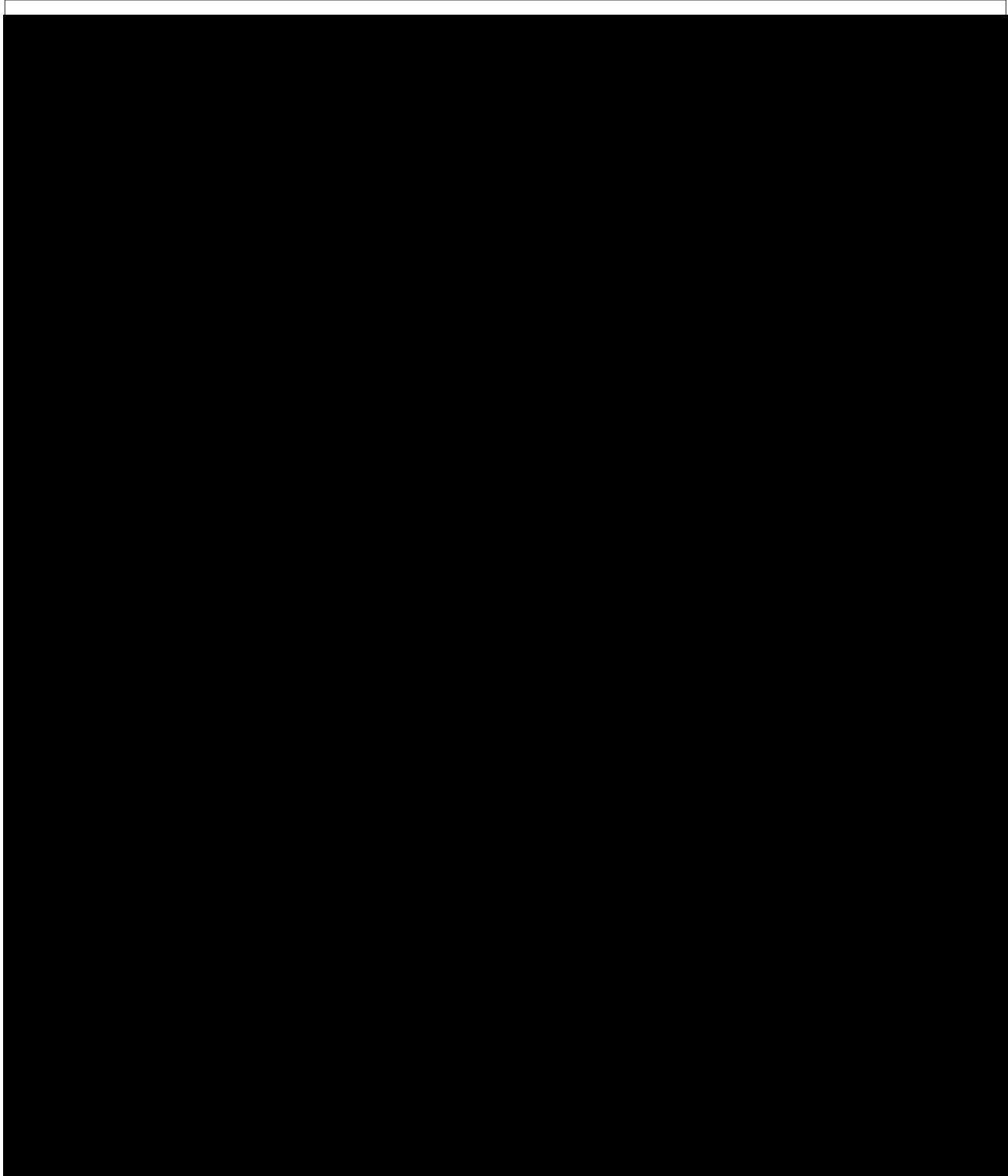
9 and greater concern.

22 (Anda-Williams Exhibit 37 was marked for
23 identification.)

24 BY MS. RELKIN:





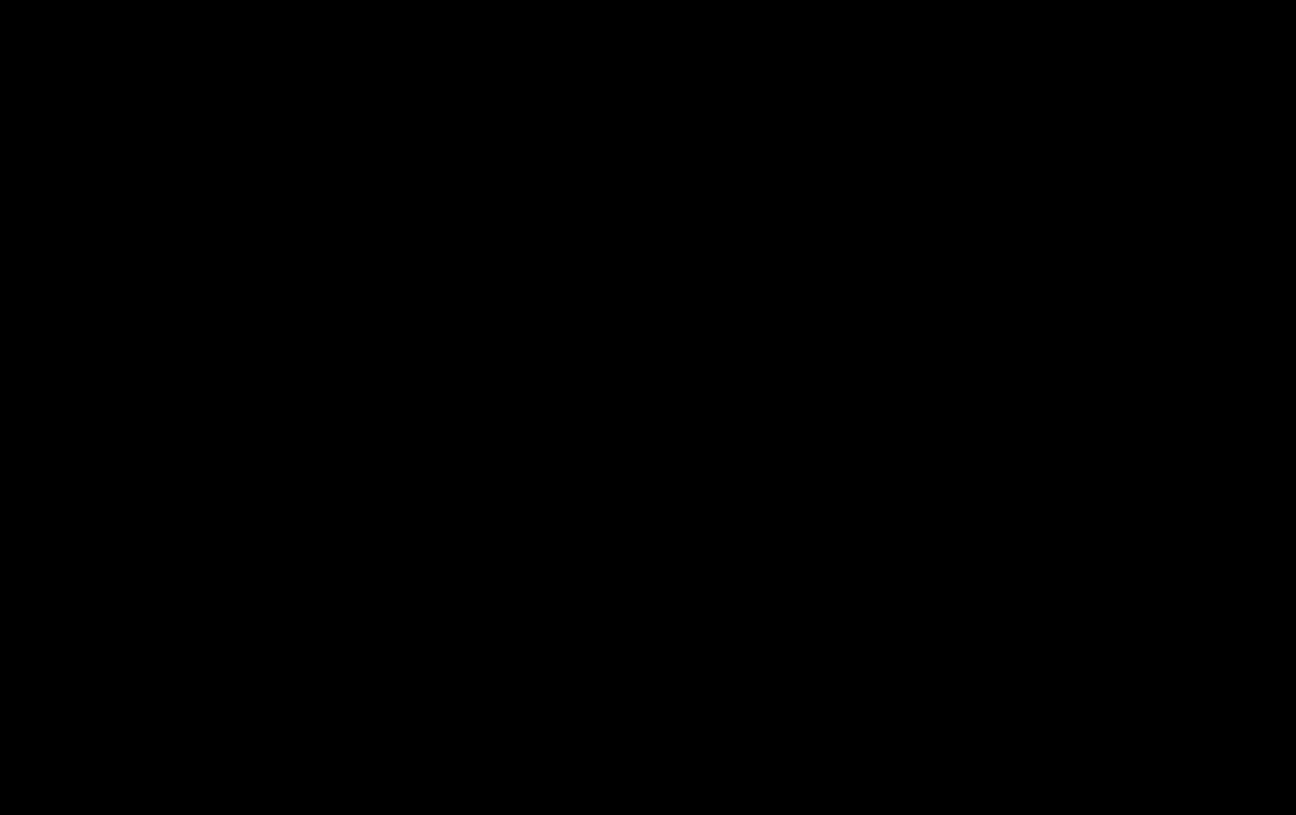


21 (Anda-Williams Exhibit 38 was marked for
22 identification.)

23 BY MS. RELKIN:

24 Q. Speaking of financial risk, let's turn to
25 Exhibit 38, document number 622647 through 49, and

1 this is an e-mail from June 10th of 2014.



13 MS. RELKIN: Okay. What do we do?

14 THE VIDEOGRAPHER: Hit it again, the red
15 button.

16 MS. RELKIN: Technology and me. Sorry.
17 Sorry, everybody.

18 (Discussion off the record.)

19 BY MS. RELKIN:

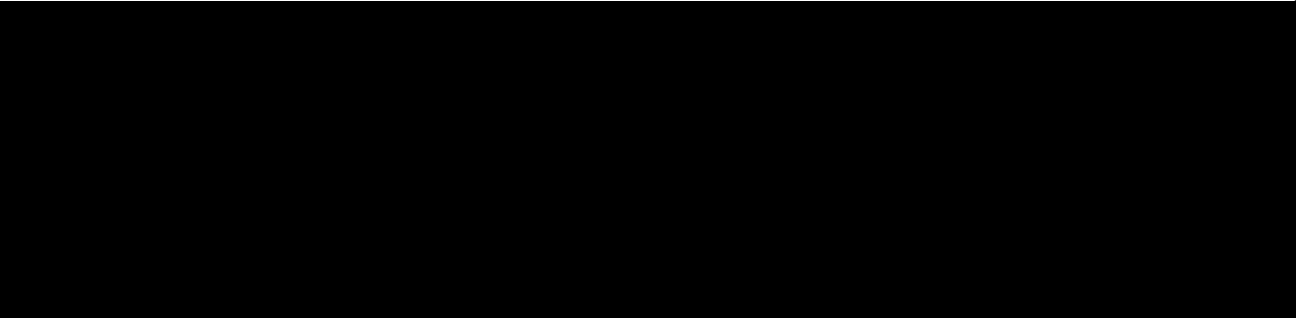
20 Q. And so you have a credit analyst at Anda who
21 checks the viability of the customers?

22 A. We had a whole credit department.

23 Q. Did any of the credit analysis to the
24 financial soundness of the companies get relayed to
25 the compliance department as a factor in assessing

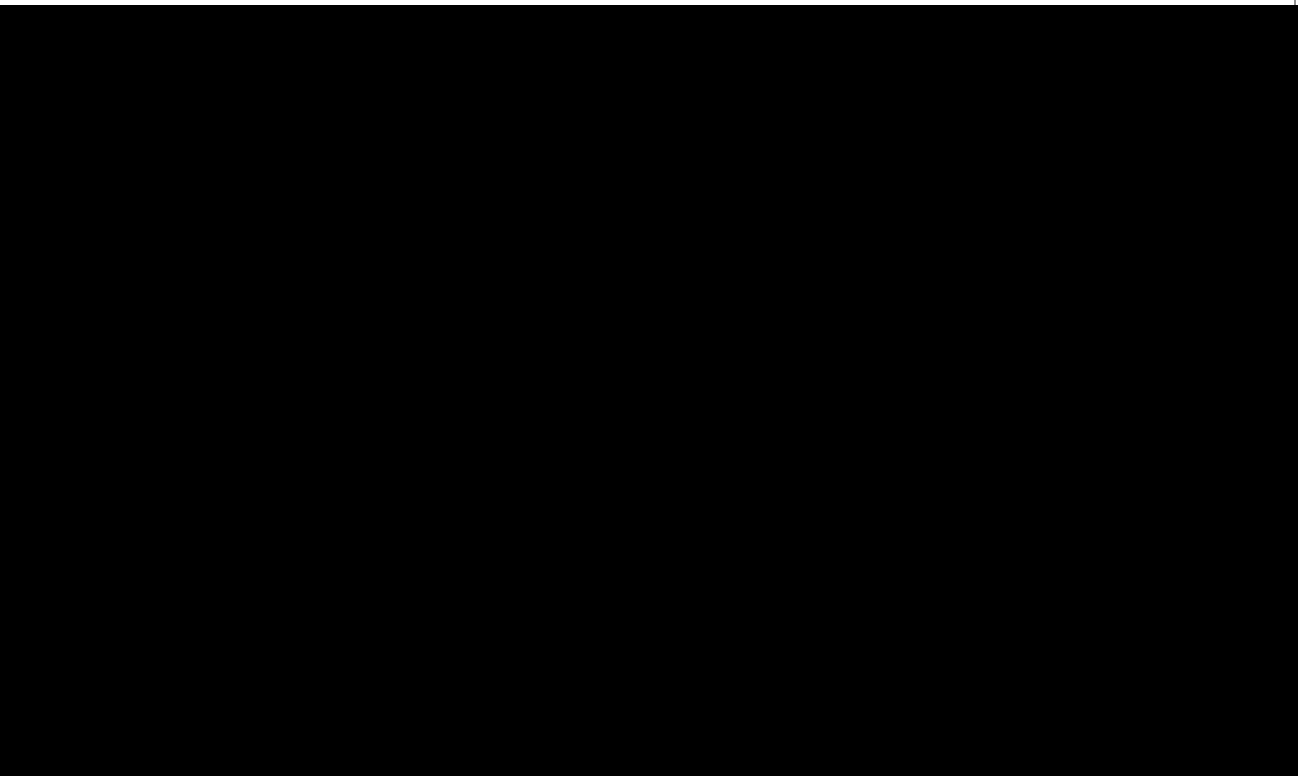
1 the legitimacy of the customers?

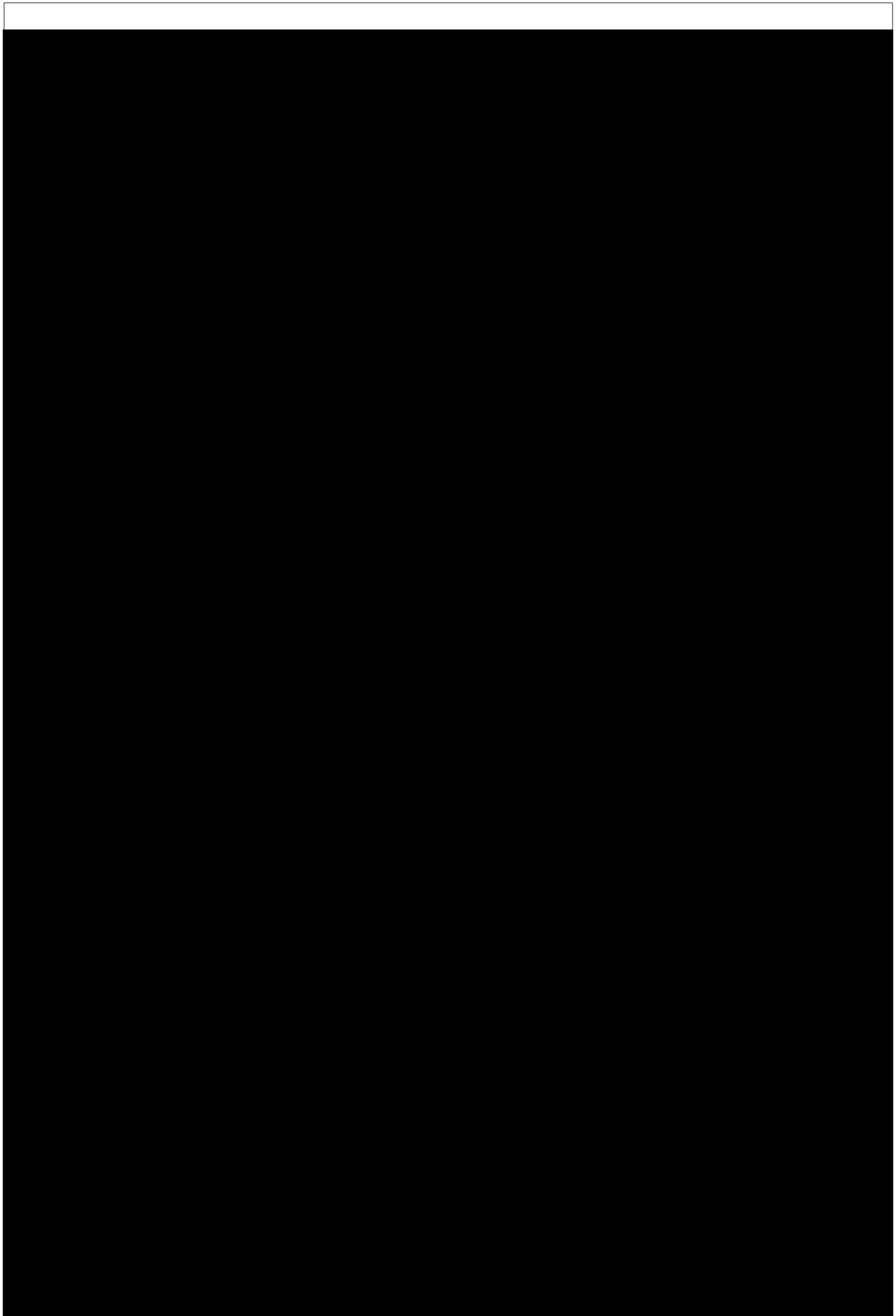
2 A. I don't know what their protocol was. I
3 know that they reviewed every account that was
4 opened and checked their credit worthiness. Some
5 they requested credit applications for, for
6 customers that were applying for credit. But what
7 their communication with compliance was, I don't
8 know.



13 Then Lori Lombardi, who was she?

14 A. Lori Lombardi was a senior account manager
15 on the pharmacy side.







8 Q. Okay.

9 MS. RELKIN: I'm getting down to the wire.

10 MS. KOSKI: Okay.

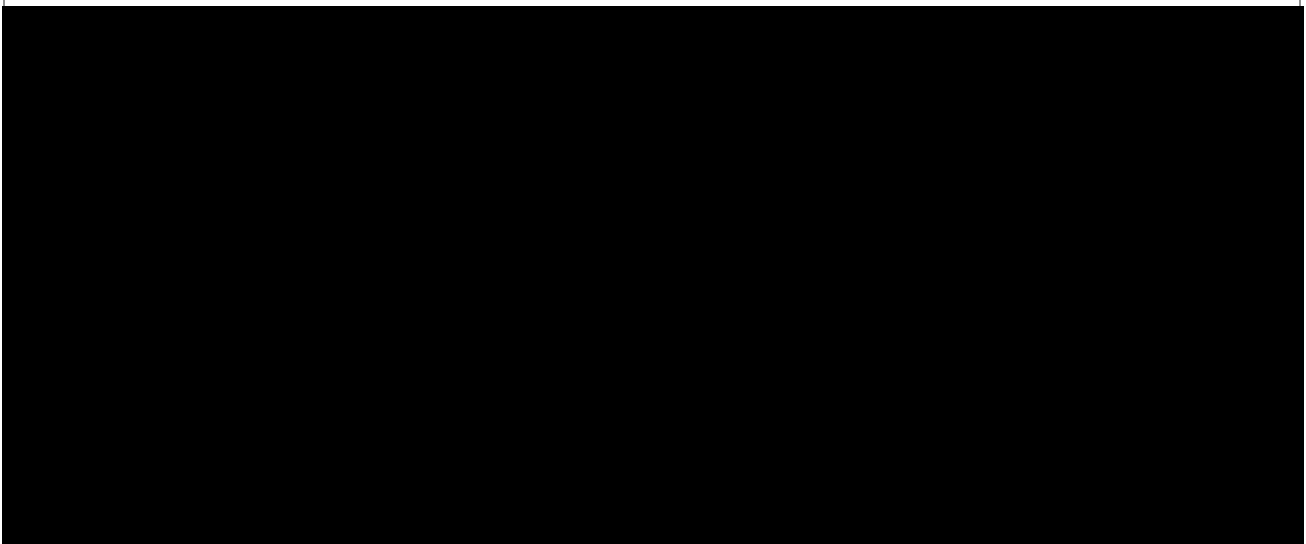
11 (Anda-Williams Exhibit 39 was marked for
12 identification.)

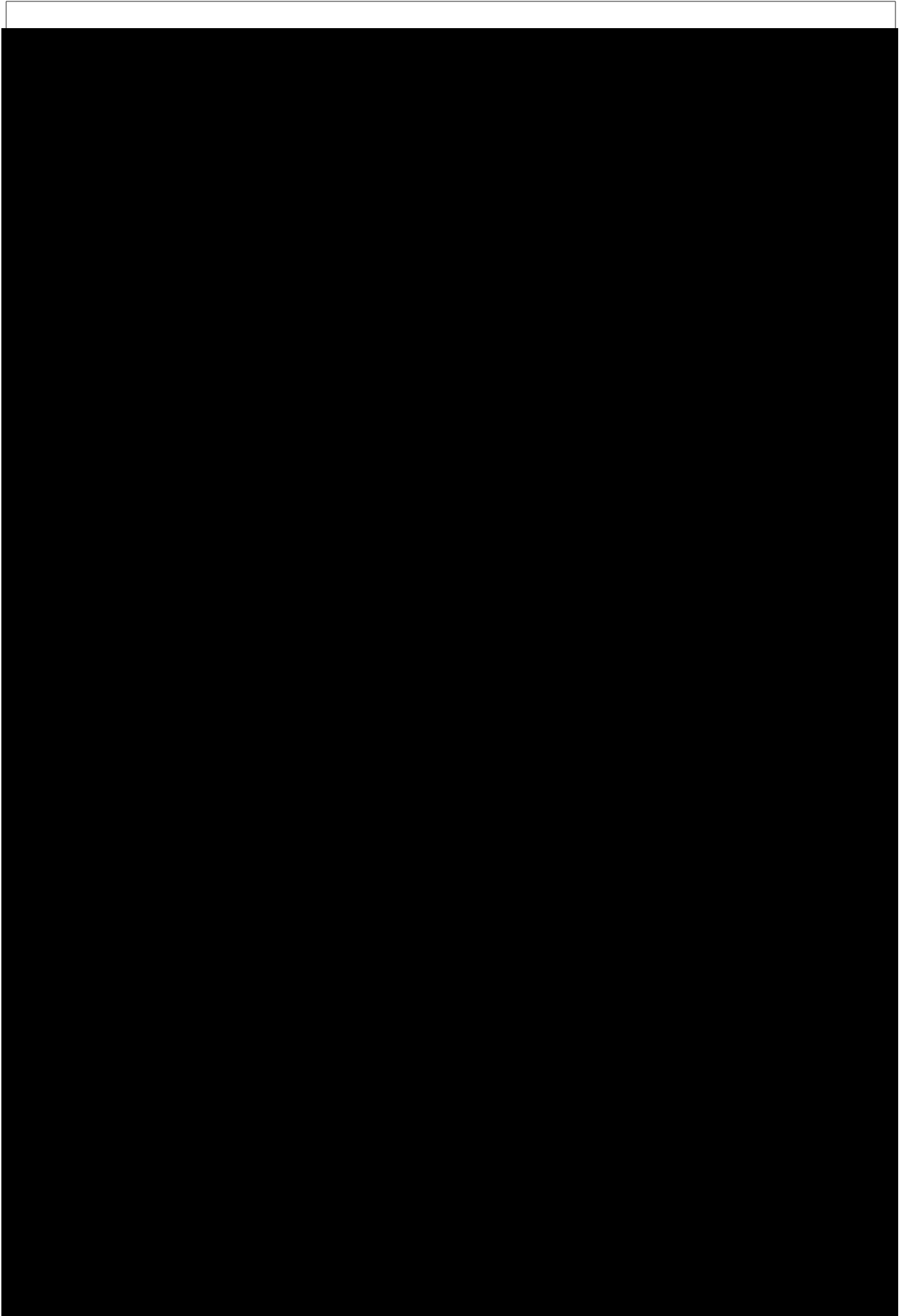
13 BY MS. RELKIN:

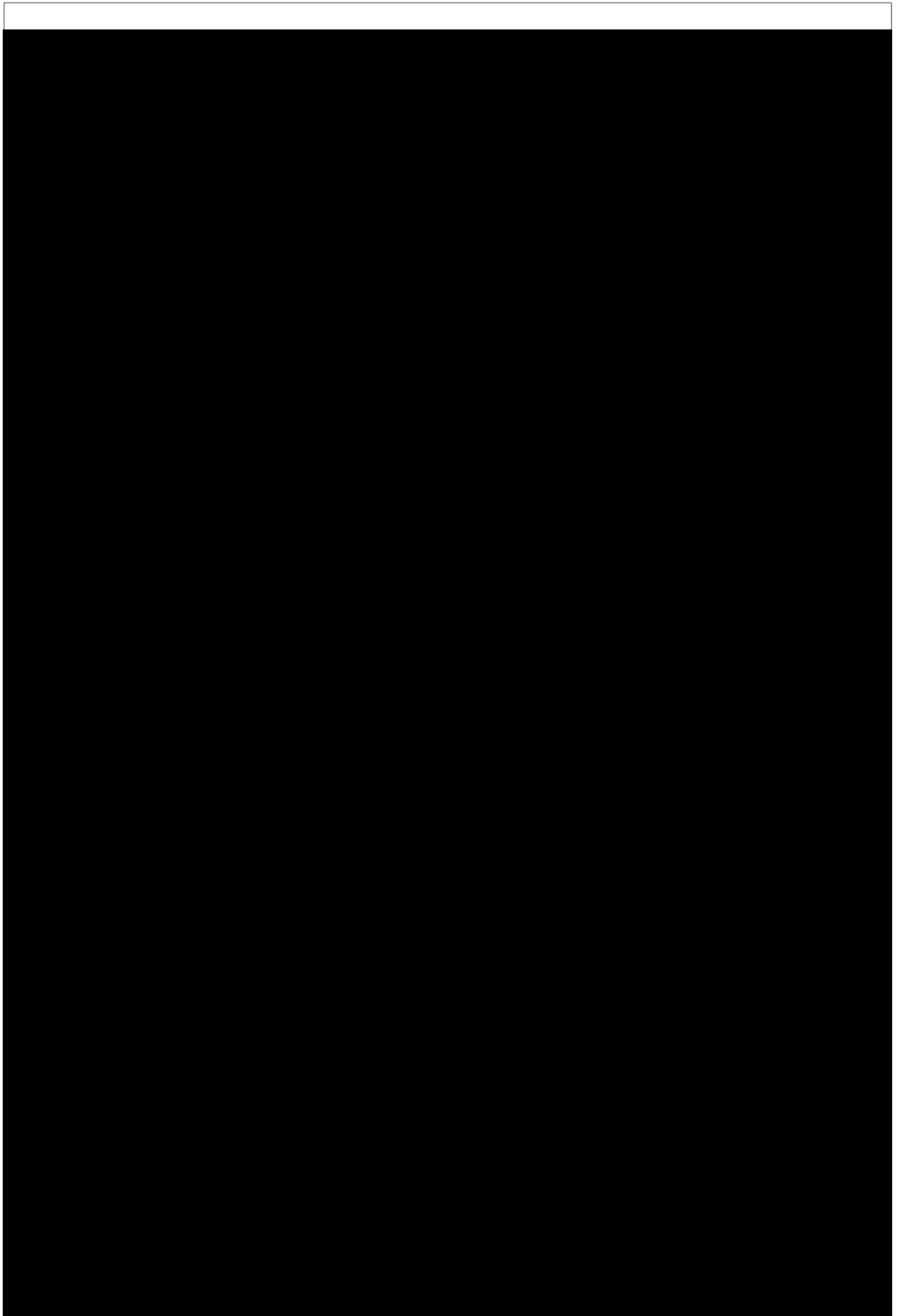
14 Q. What we've marked as Exhibit 39 is document
15 number 1015787 through 789. These are e-mails from
16 February -- January and February of 2012.

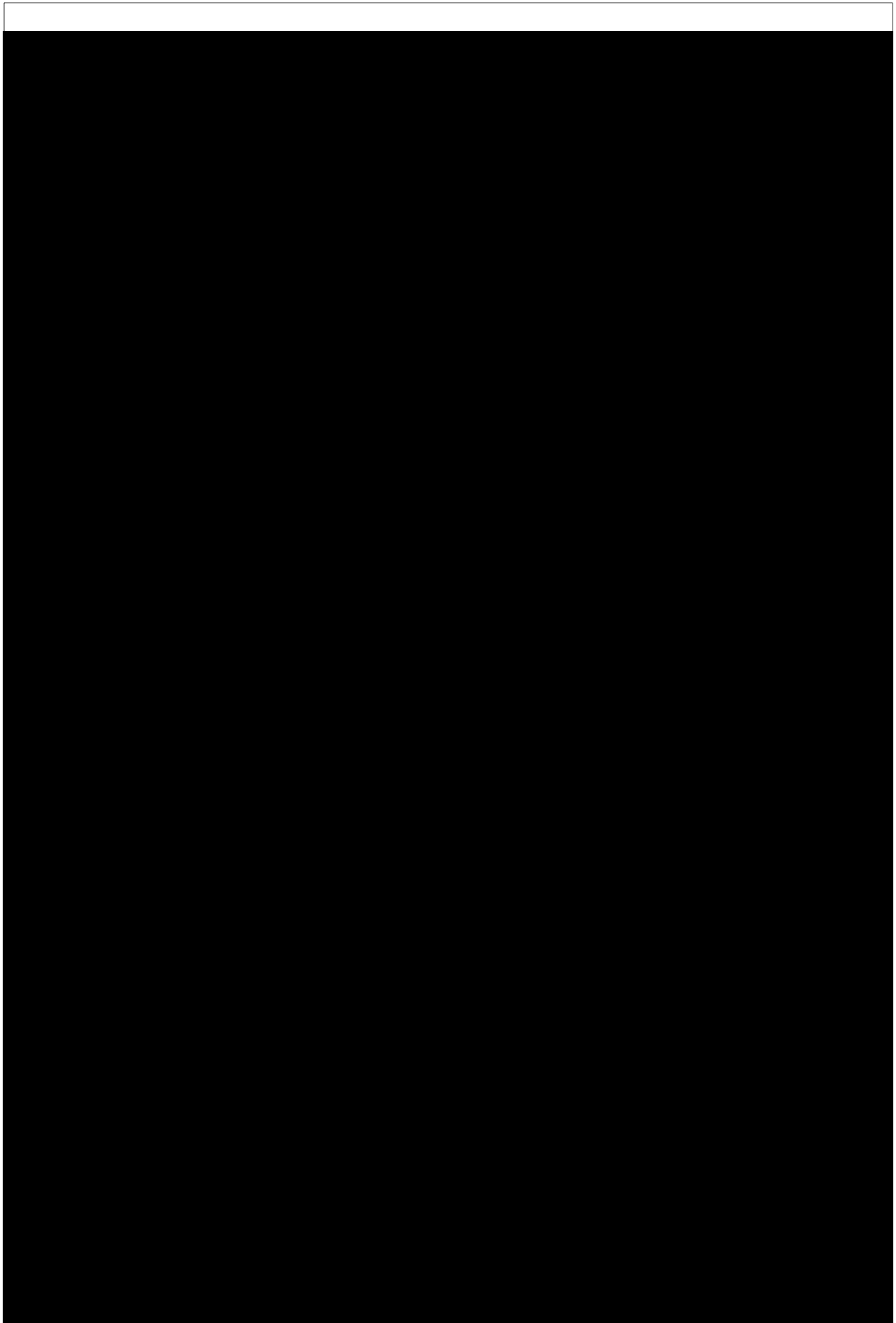
17 Starting on the bottom, the second page --

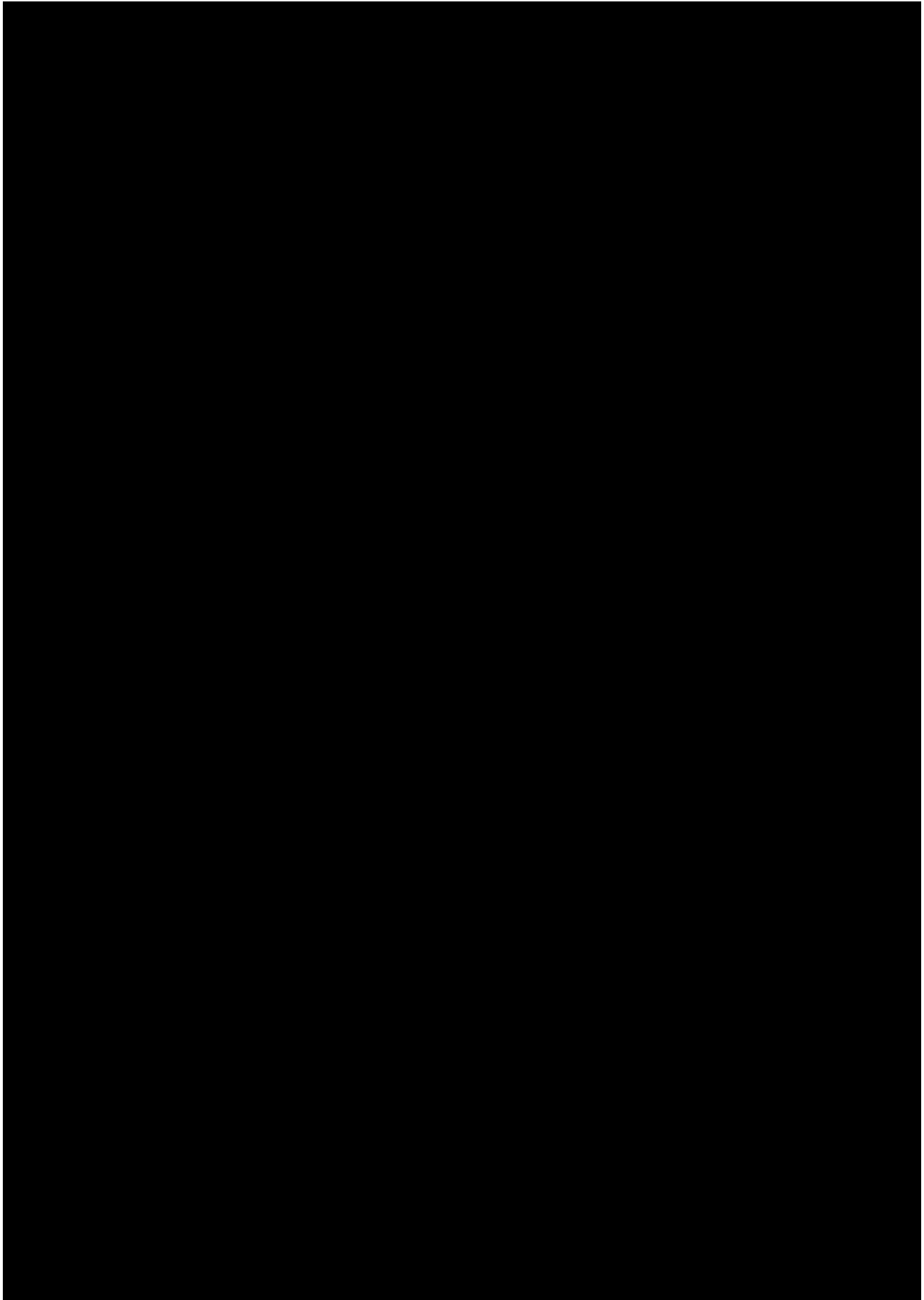
18 A. I remember this.











25 Q. Was there any kinds of Listserv among

1 managers of the different wholesalers, you
2 communicate to keep track of, you know, rogue or
3 sketchy potential buyers?

4 A. Not that I saw, nor that I was privy to, but
5 I can't speak for compliance.

6 Q. Okay. Were you members of any professional
7 organization of other wholesale distributors where
8 you would meet with colleagues?

9 A. I was not, but I know that Robert Brown was.

10 Q. Do you know what organization he was a
11 member of?

12 A. I do not know. He just spoke of getting
13 together with peers.

20 MS. RELKIN: All right. I think I'm on the
21 last exhibit, and this one is going to require
22 pulling up the spreadsheet, so we need to use the
23 videographer's computer for that. So anybody
24 who's streaming, if you're still there and
25 reading it, you're not going to be able to

1 stream, but you can still hear it.

2 THE VIDEOGRAPHER: Off the video record at

3 5:03.

4 (Recess from 5:03 p.m. until 5:06 p.m.)

5 THE VIDEOGRAPHER: Back on the record at

6 5:06.

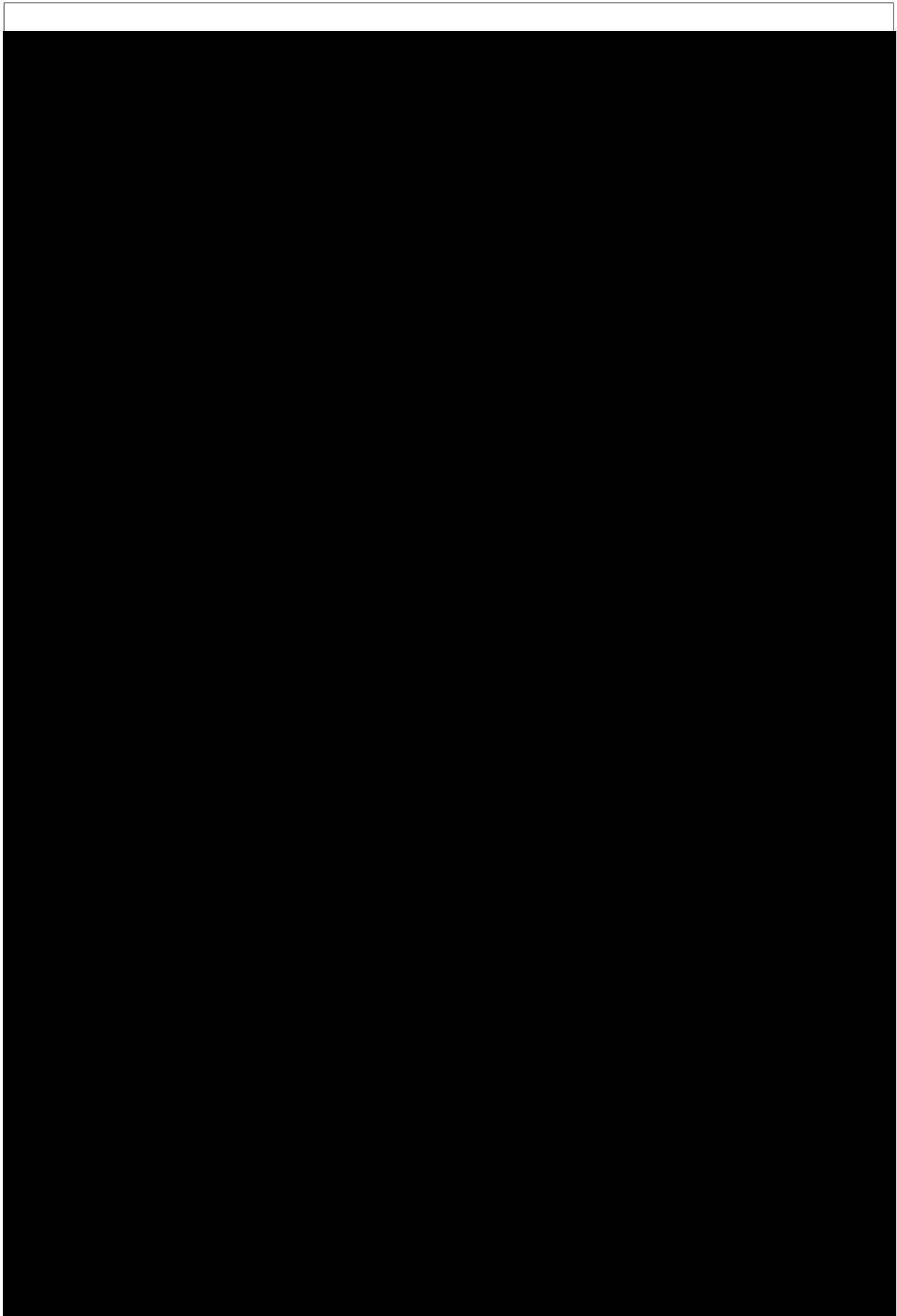
7 (Anda-Williams Exhibit 40 was marked for

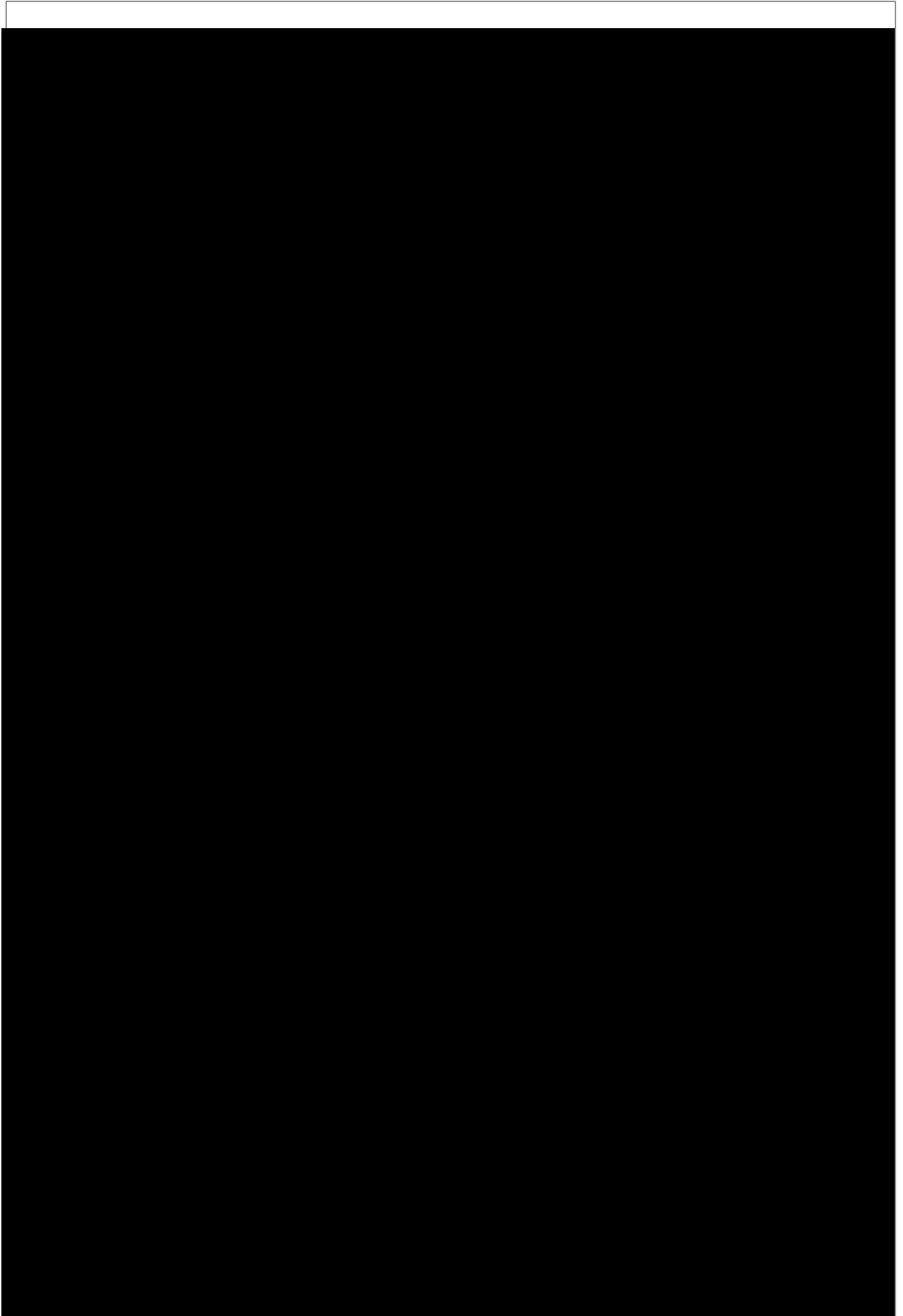
8 identification.)

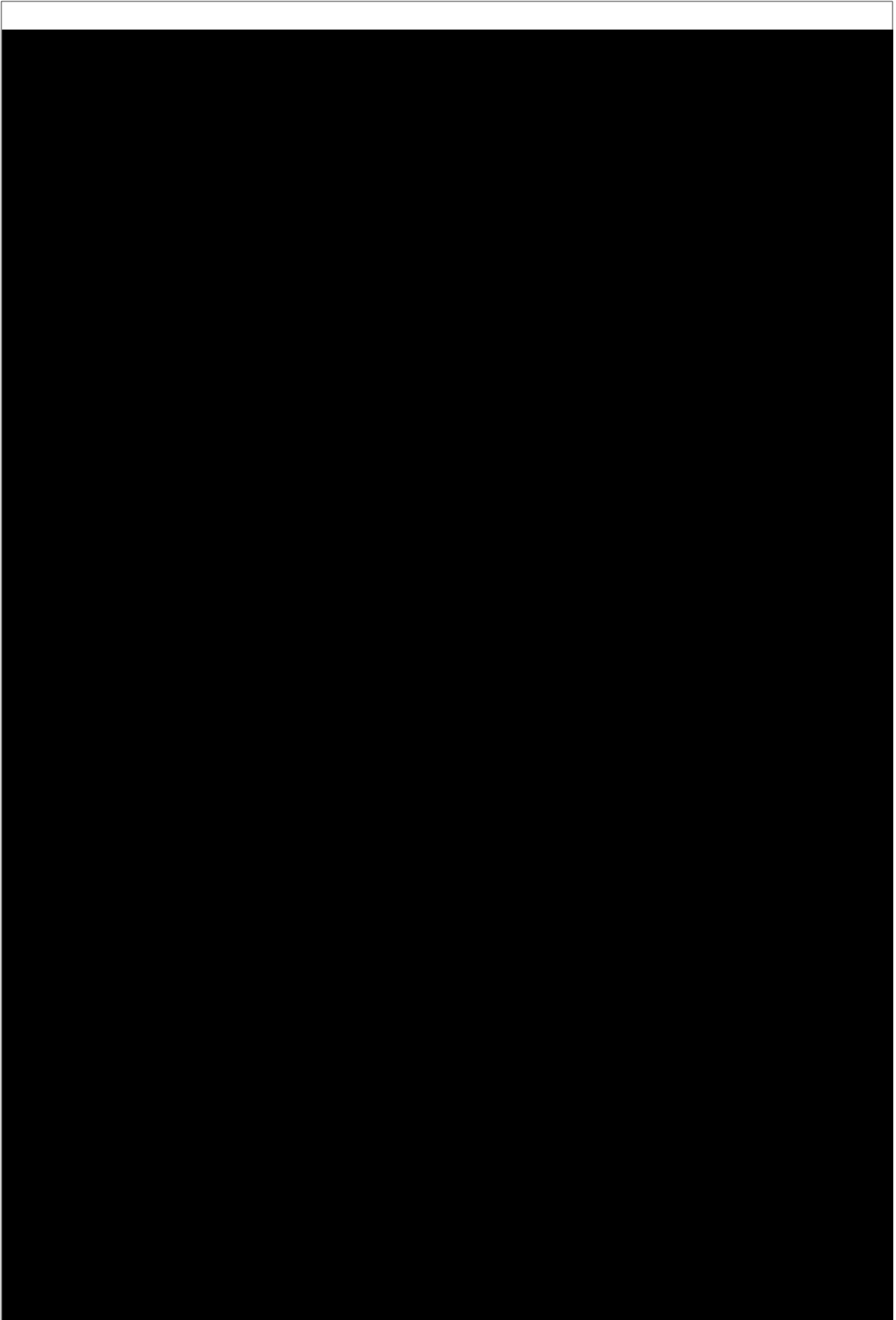
9 BY MS. RELKIN:

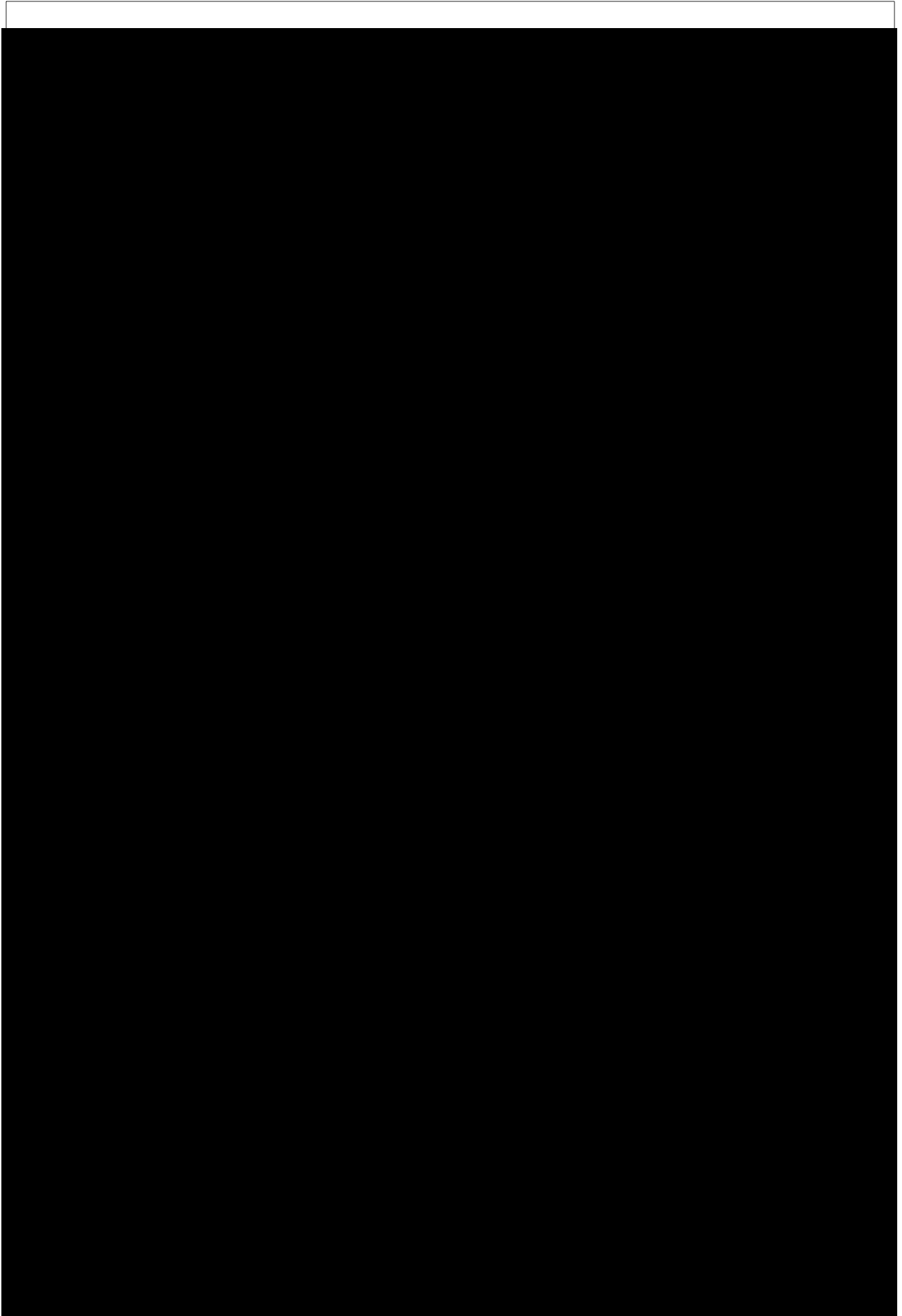
10 Q. What we've marked as Exhibit 40 is document

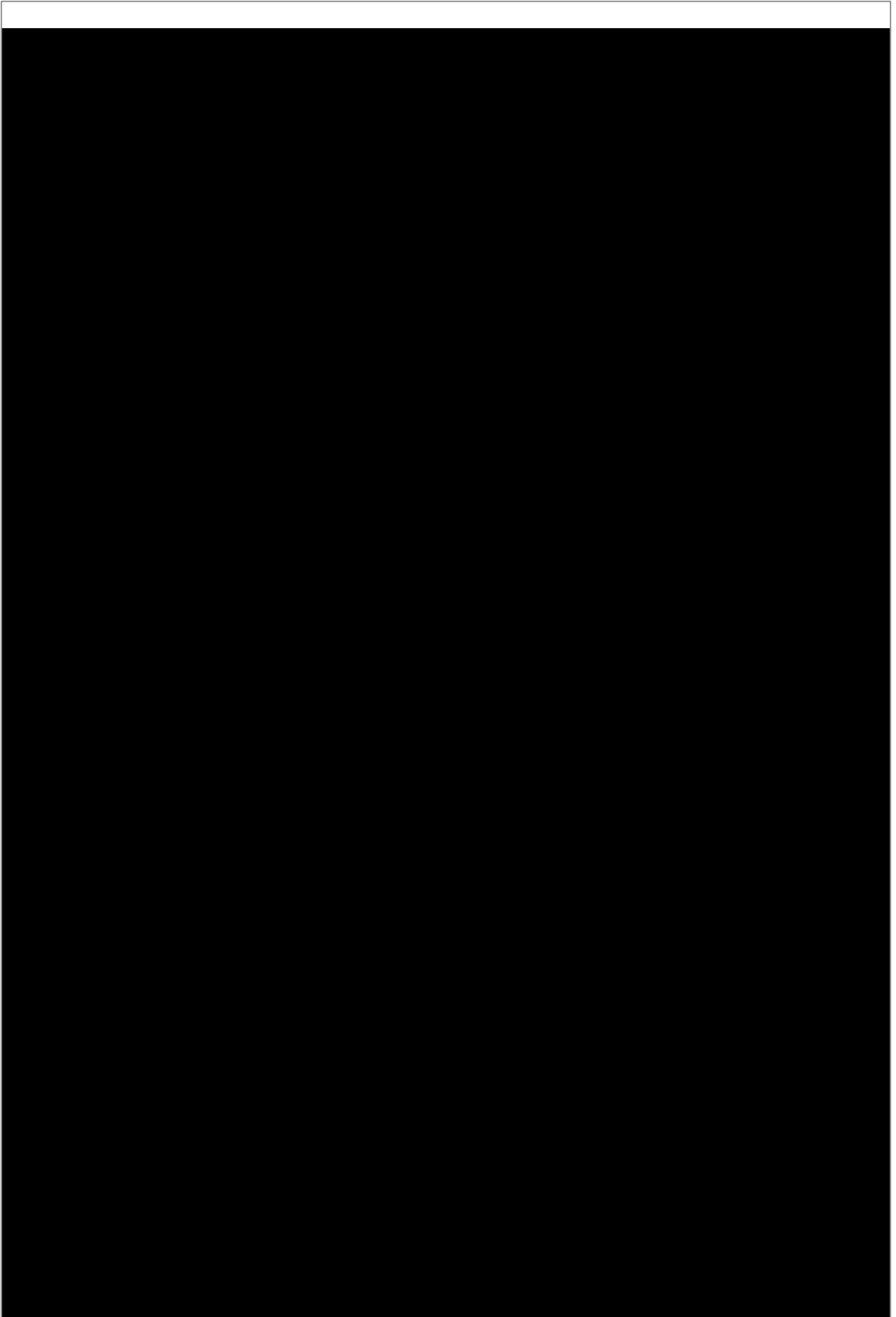
11 number 109029 through 30, 030.



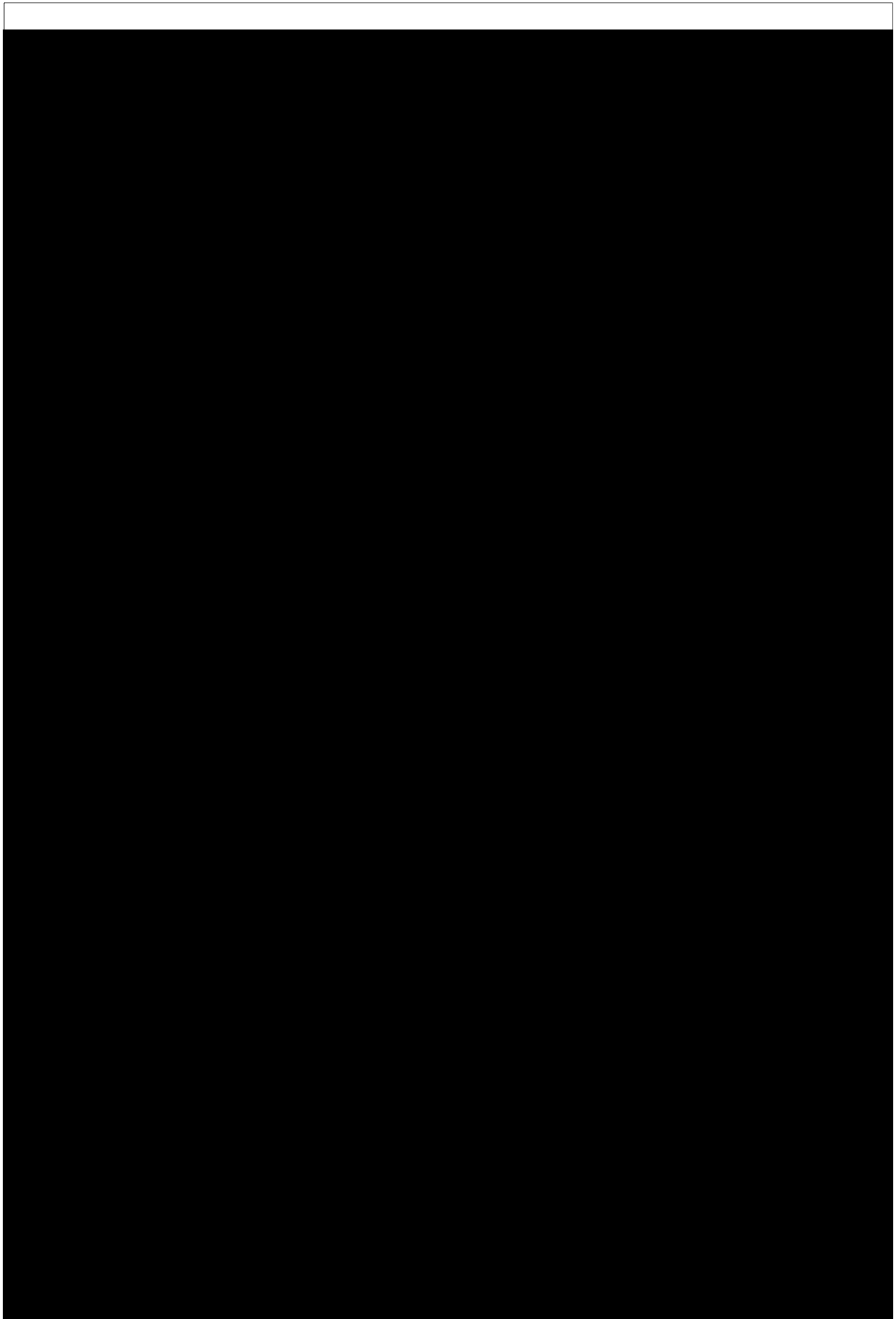


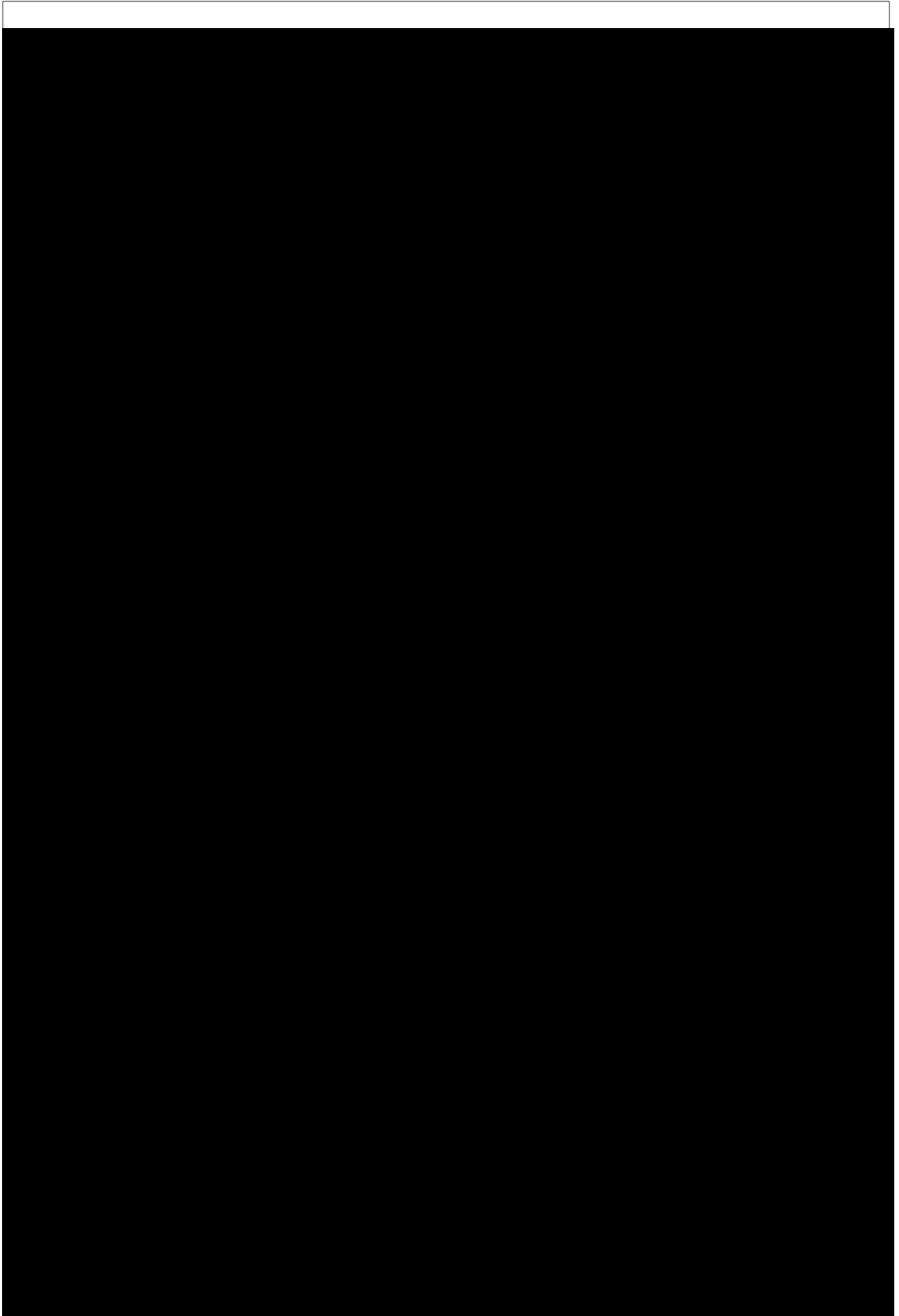


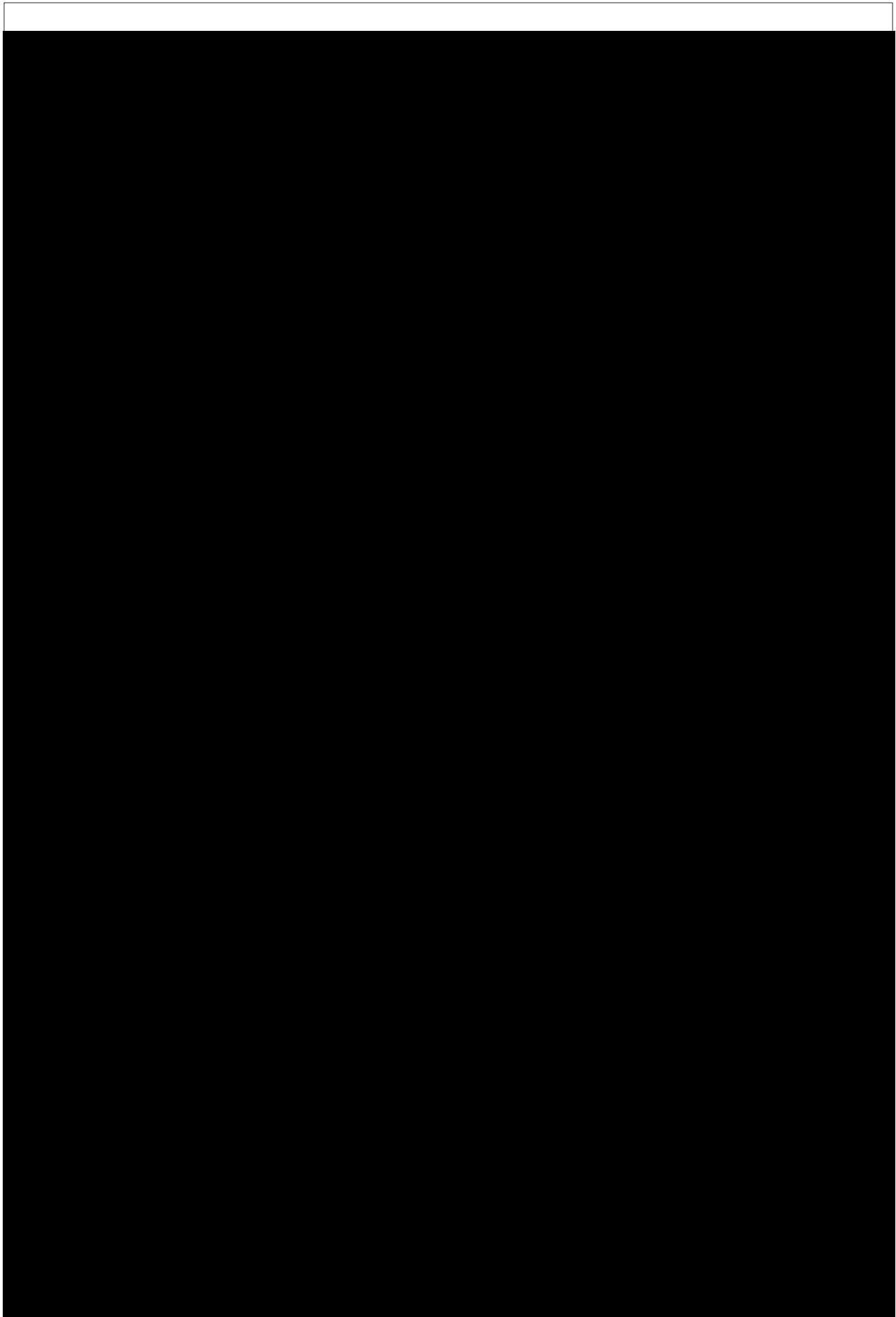




10 THE VIDEOGRAPHER: Off the record at 5:13.
11 (Recess from 5:13 p.m. until 5:22 p.m.)
12 THE VIDEOGRAPHER: Back on the record at
13 5:22.
14 (Anda-Williams Exhibit 41 was marked for
15 identification.)
16 BY MS. RELKIN:

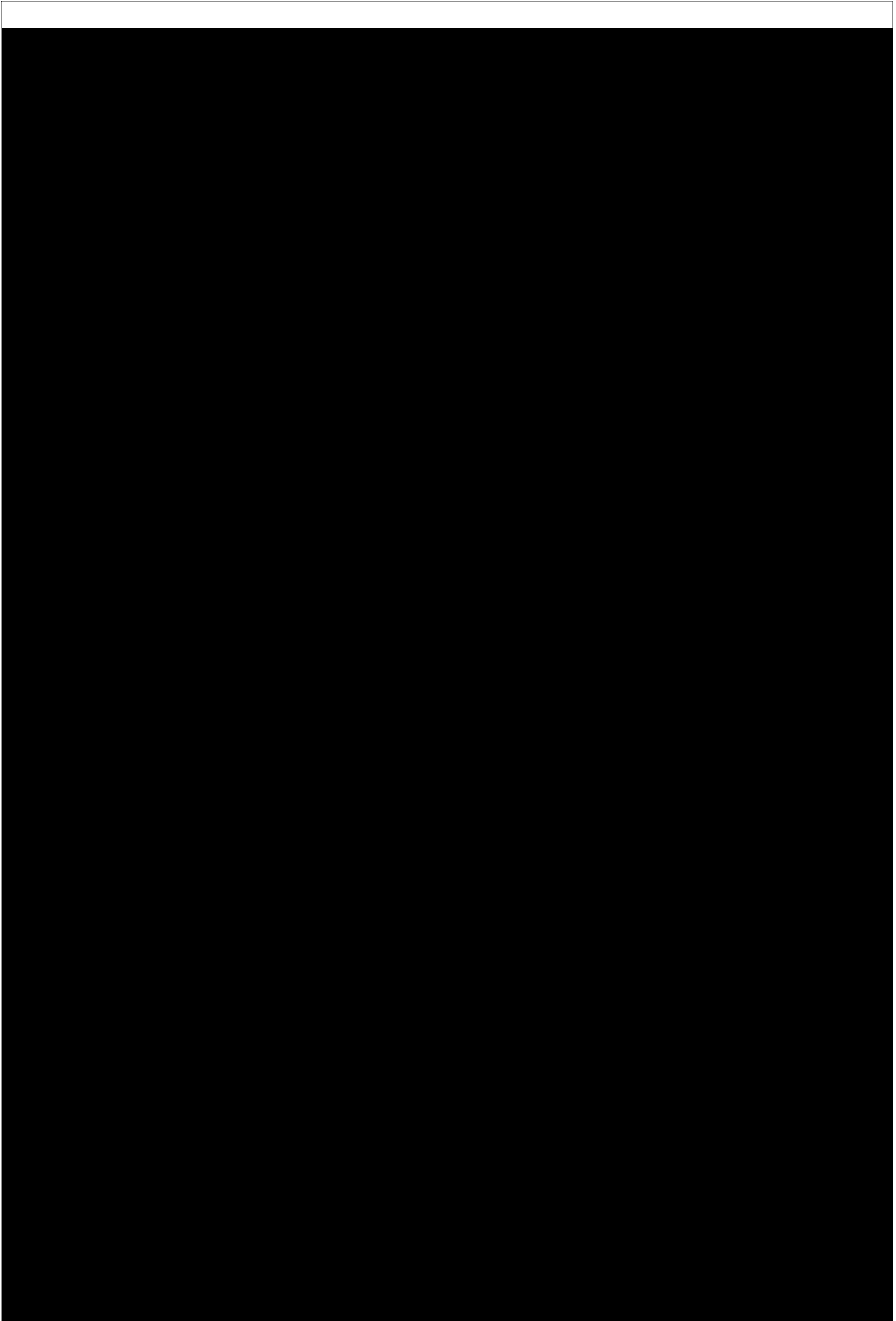


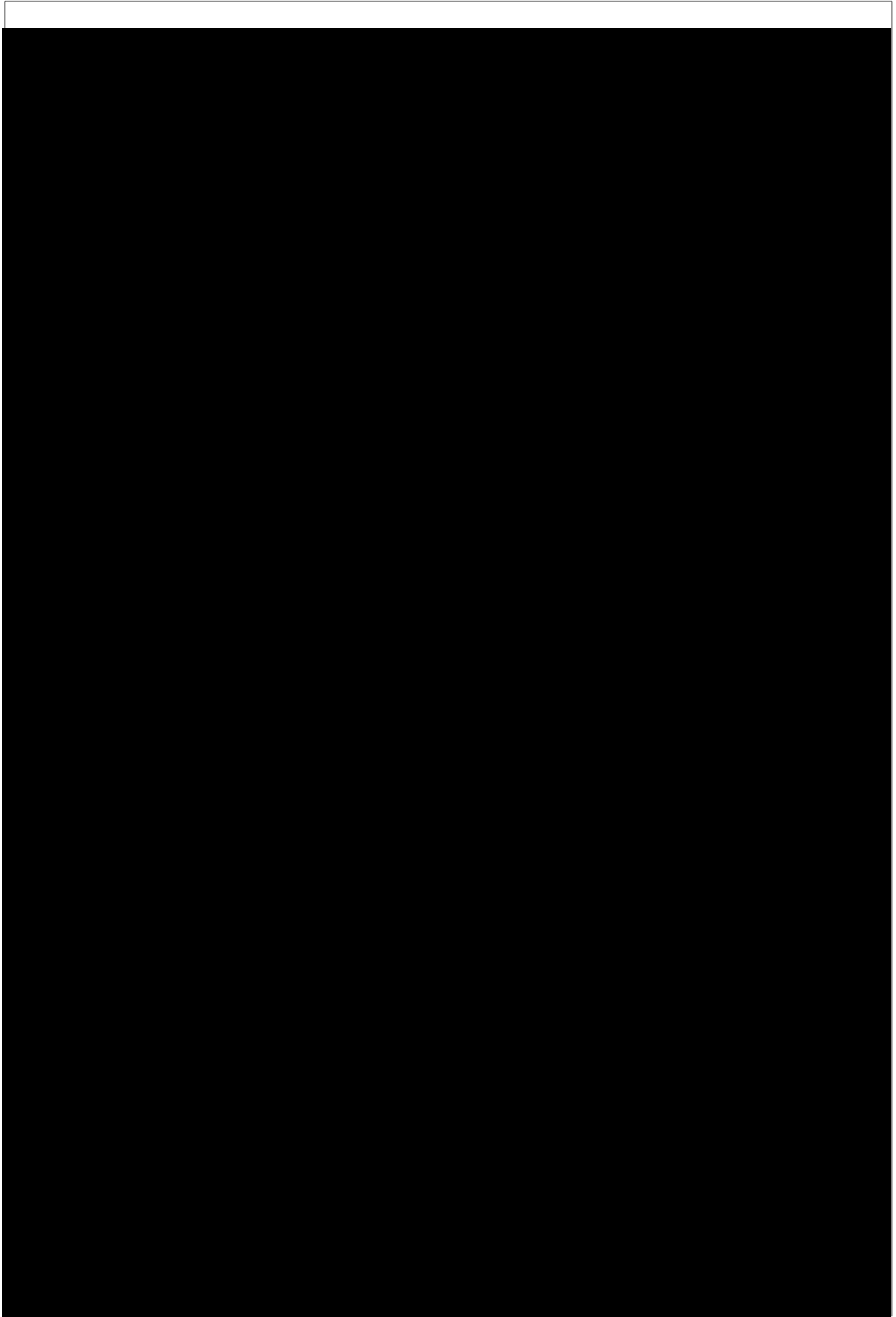


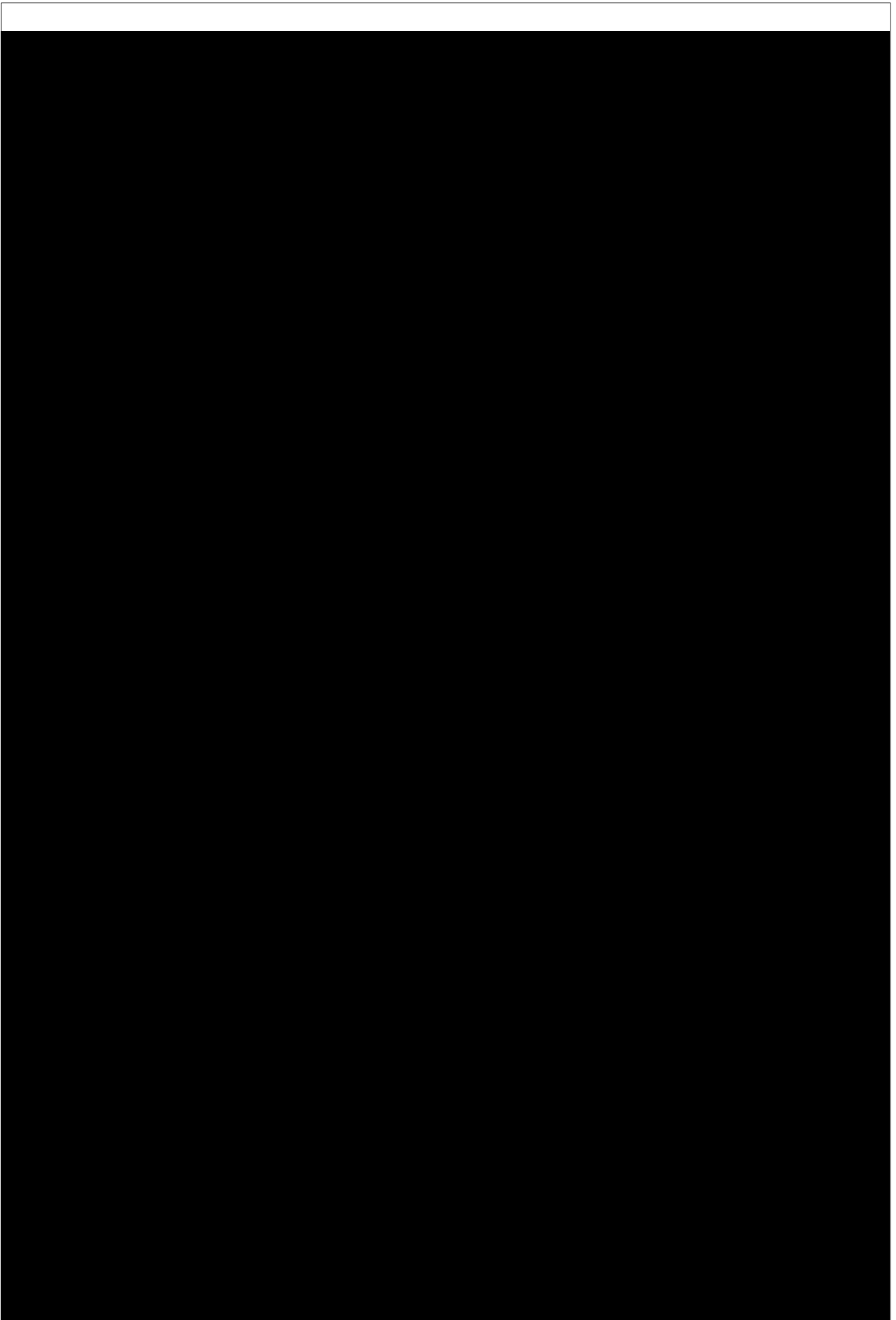


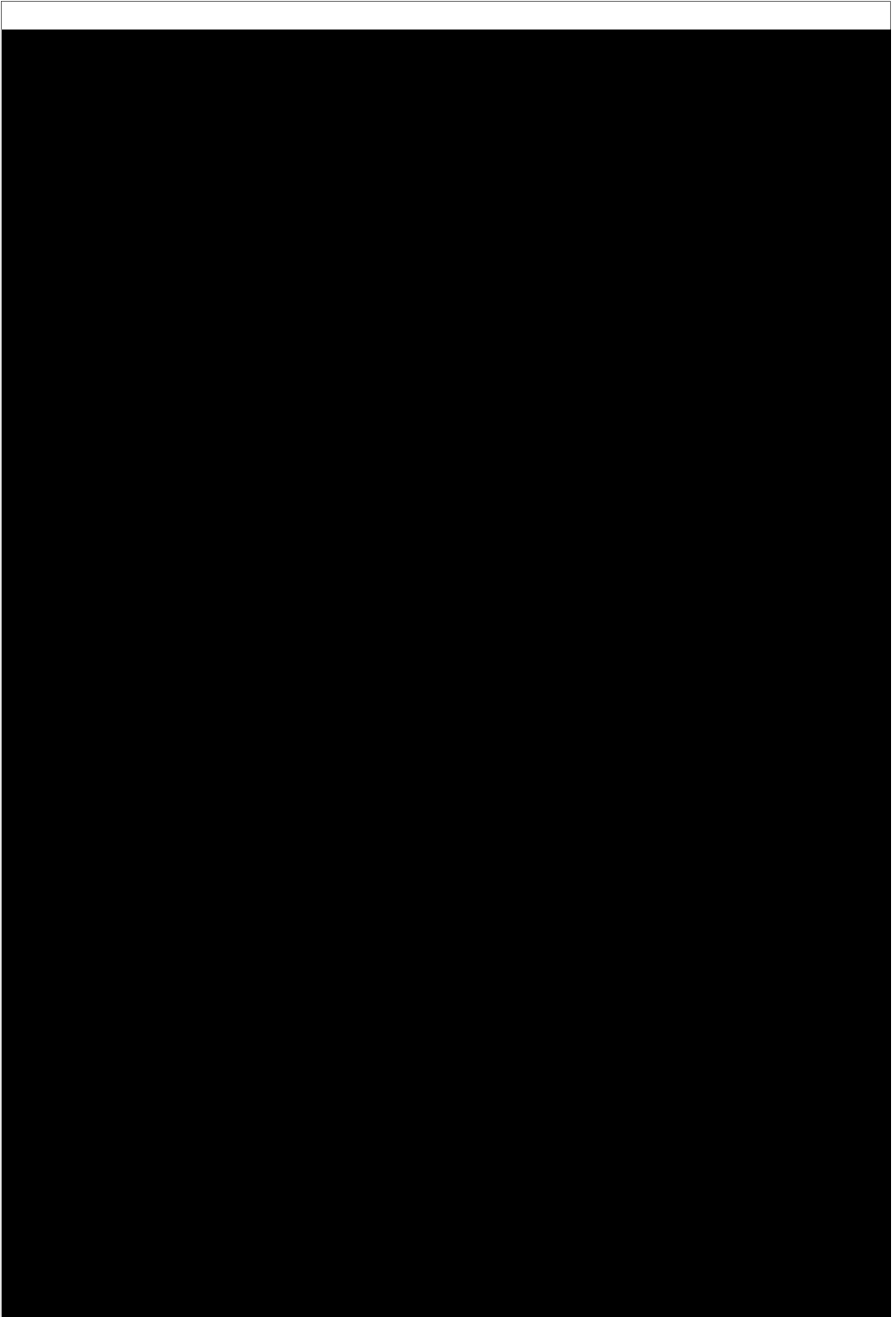
16 Q. Okay. Who is Anita Isabella?

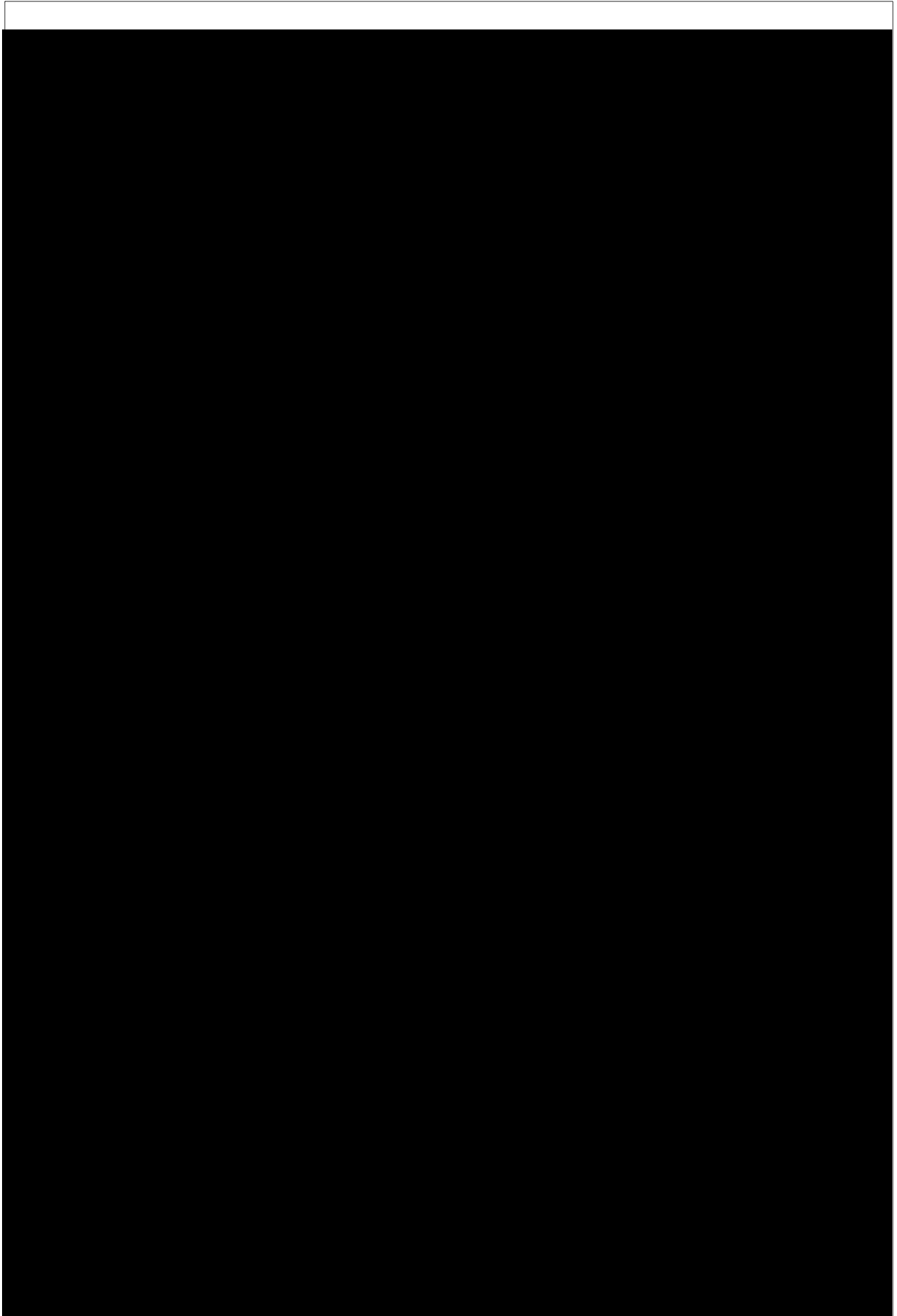
17 A. She was the one who was from our database
18 management sales reporting area.

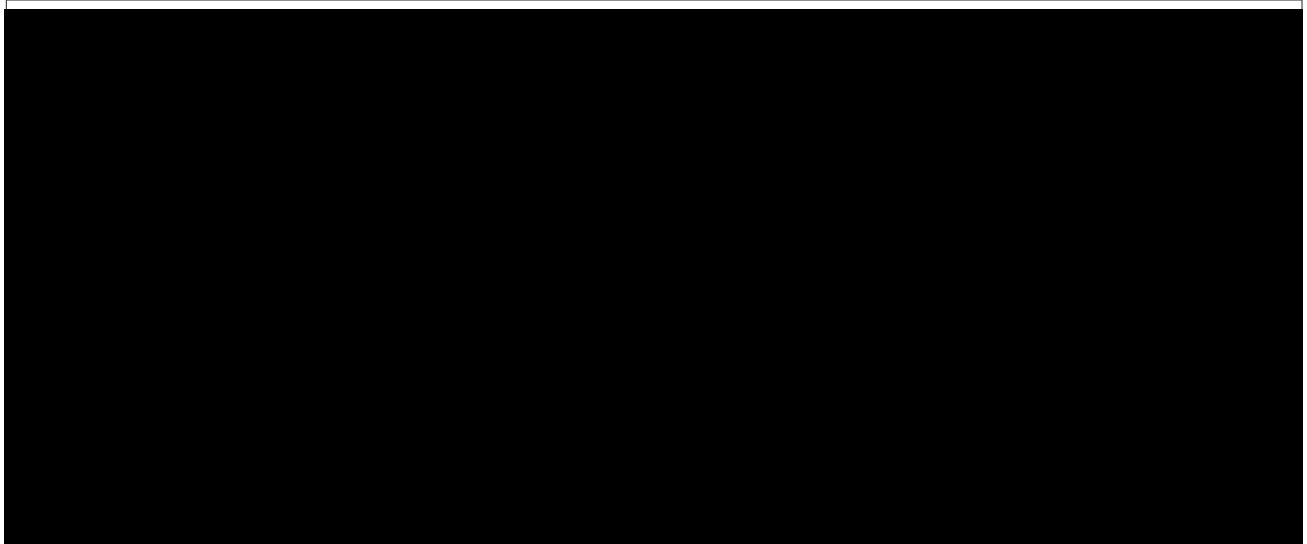










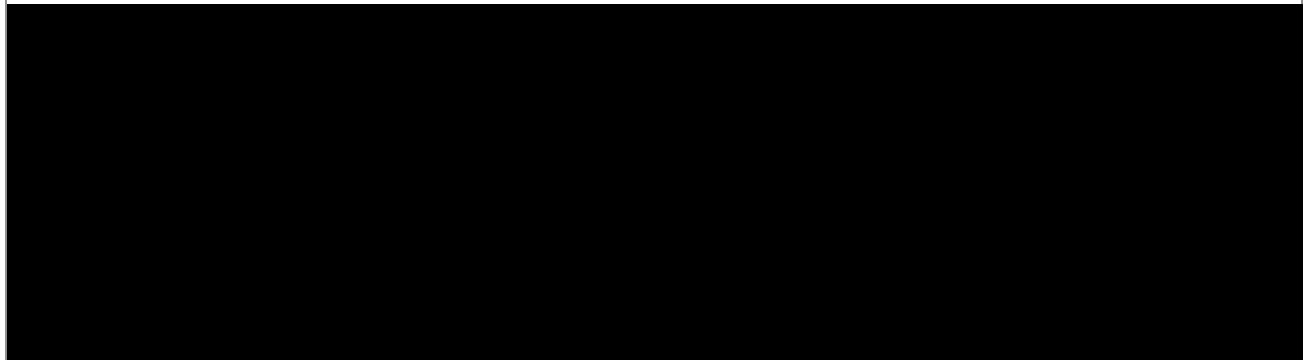


8 Is Stephanie Steele a sales rep?

9 A. Yes, she was.

10 Q. She was in Weston, Florida?

11 A. Yes, she was.



17 Q. Is she still with the company, as far as you
18 know?

19 A. I do not recall.

20 Q. Was she with the company when you left?

21 A. Christina?

22 Q. Yeah.

23 A. Yeah, she was with the company when I left.

24 MS. KOSKI: The amount of time, Susan?

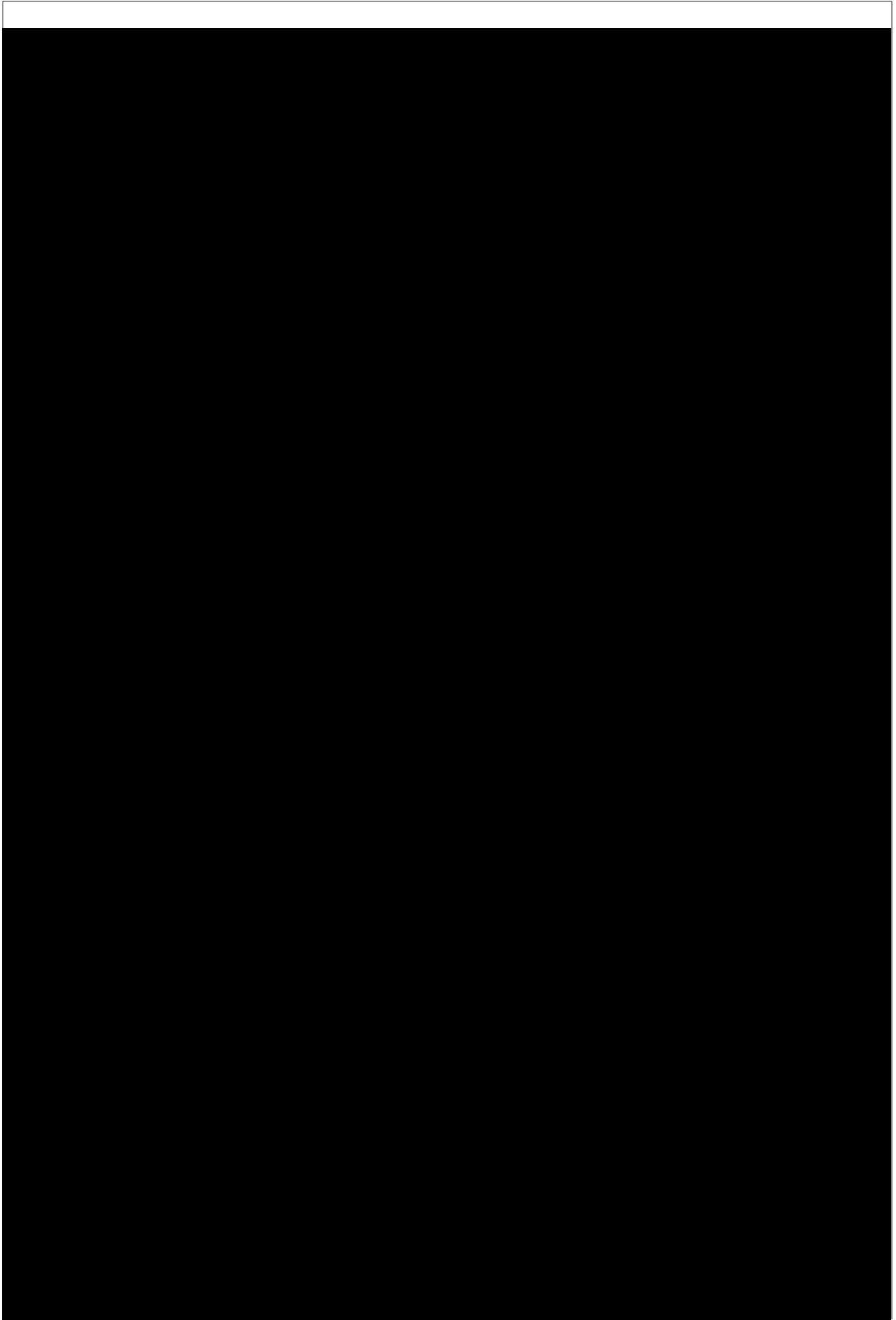
25 THE COURT REPORTER: 13 minutes -- 12

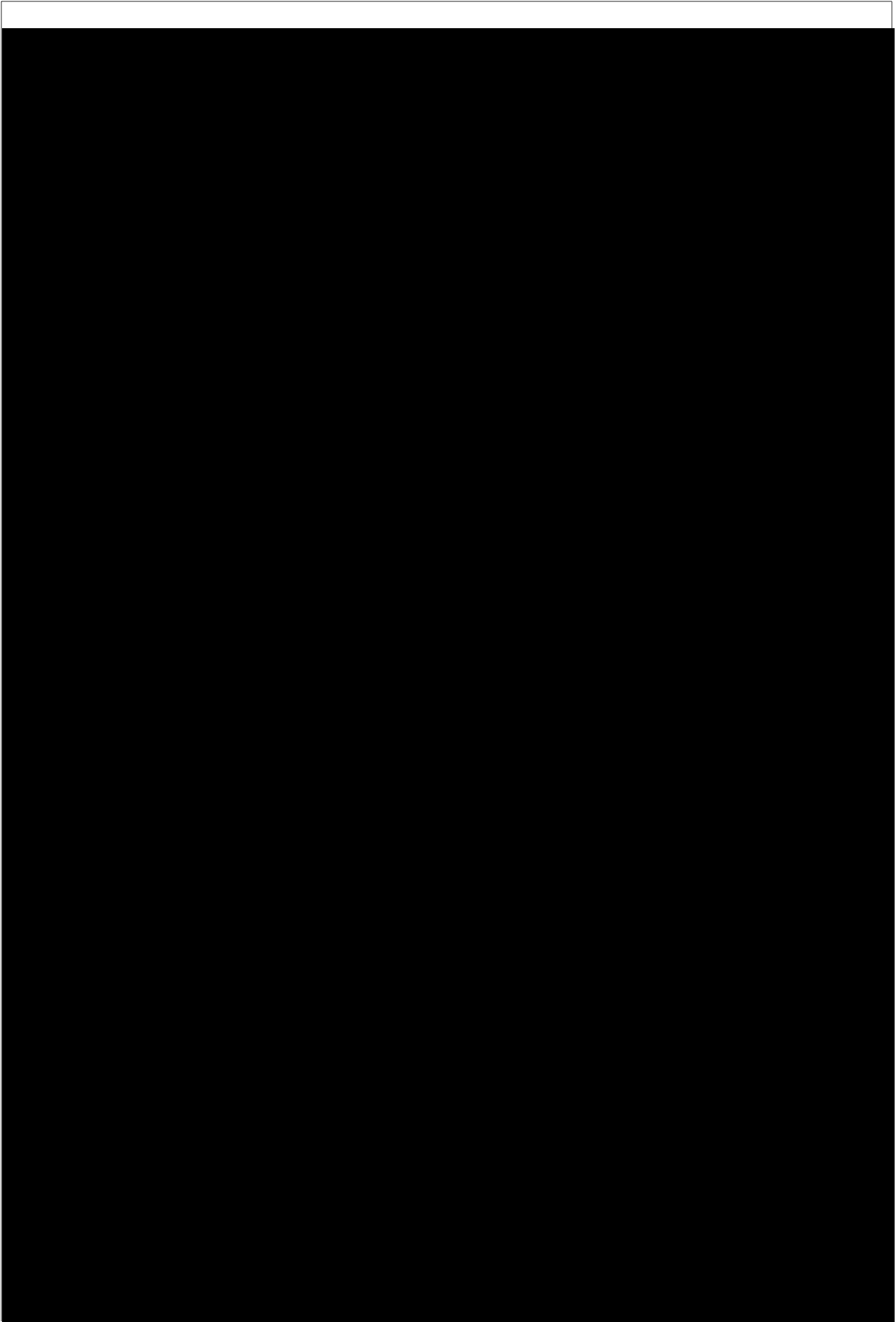
1 minutes.

2 MS. RELKIN: I'm just about finished with
3 that.

4 (Discussion off the record.)

5 MS. KOSKI: What is it that you have on the
6 screen now?





13 Given the time constraints, and it's been a
14 long day for us, I thank you very much,
15 Ms. Williams, and we're concluded.

16 MS. KOSKI: No questions. Any questions in
17 the room?

18 MS. LUND: No questions.

19 MS. KOSKI: Any question on the phone?

20 (No response.)

21 MS. KOSKI: Hearing none, we're good.

22 THE VIDEOGRAPHER: The time is 5 --

23 MS. KOSKI: He said none.

24 THE VIDEOGRAPHER: The time is 5:40 p.m.

25 This marks the end of the deposition. We're now

1 off the record.

2 (Whereupon, the deposition concluded at

3 5:40 p.m.)

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1 C E R T I F I C A T E

2 I, SUSAN D. WASILEWSKI, Registered
3 Professional Reporter, Certified Realtime Reporter
4 and Certified Realtime Captioner, do hereby certify
5 that, pursuant to notice, the deposition of PATRICIA
6 WILLIAMS was duly taken on Thursday,
7 December 13, 2018, at 9:22 a.m. before me.

8 The said PATRICIA WILLIAMS was duly sworn by
9 me according to law to tell the truth, the whole
10 truth and nothing but the truth and thereupon did
11 testify as set forth in the above transcript of
12 testimony. The testimony was taken down
13 stenographically by me. I do further certify that
14 the above deposition is full, complete, and a true
15 record of all the testimony given by the said
16 witness, and that a review of the transcript was
17 requested.

18

19

20 Susan D. Wasilewski, RPR, CRR, CCP

21 (The foregoing certification of this transcript does
22 not apply to any reproduction of the same by any
23 means, unless under the direct control and/or
24 supervision of the certifying reporter.)

25

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Please read your deposition over carefully and make any necessary corrections. You should state the reason in the appropriate space on the errata sheet for any corrections that are made.

After doing so, please sign the errata sheet and date it. It will be attached to your deposition.

It is imperative that you return the original errata sheet to the deposing attorney within thirty (30) days of receipt of the deposition transcript by you. If you fail to do so, the deposition transcript may be deemed to be accurate and may be used in court.

1 - - - - -
2 E R R A T A
3 - - - - -

4 PAGE LINE CHANGE

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6 REASON: _____

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22 REASON: _____

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24 REASON: _____

25

ACKNOWLEDGMENT OF DEPONENT

I, _____, do hereby
acknowledge that I have read the foregoing pages, 1
through 312, and that the same is a correct
transcription of the answers given by me to the
questions therein propounded, except for the
corrections or changes in form or substance, if any,
noted in the attached Errata Sheet.

PATRICIA WILLIAMS

DATE

Subscribed and sworn to before me this
____ day of _____, 20____.

My Commission expires: _____

Notary Public

	LAWYER'S NOTES		
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